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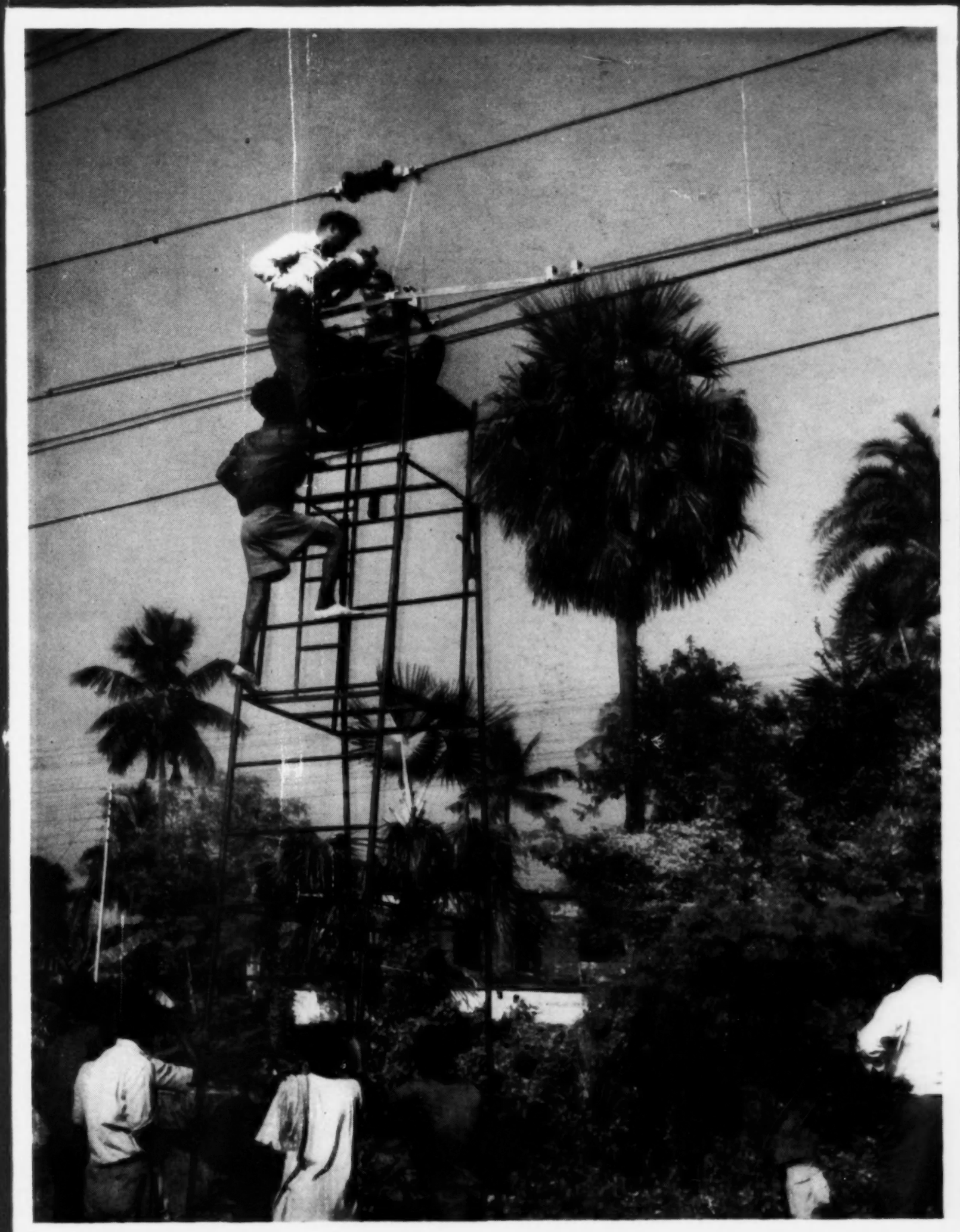

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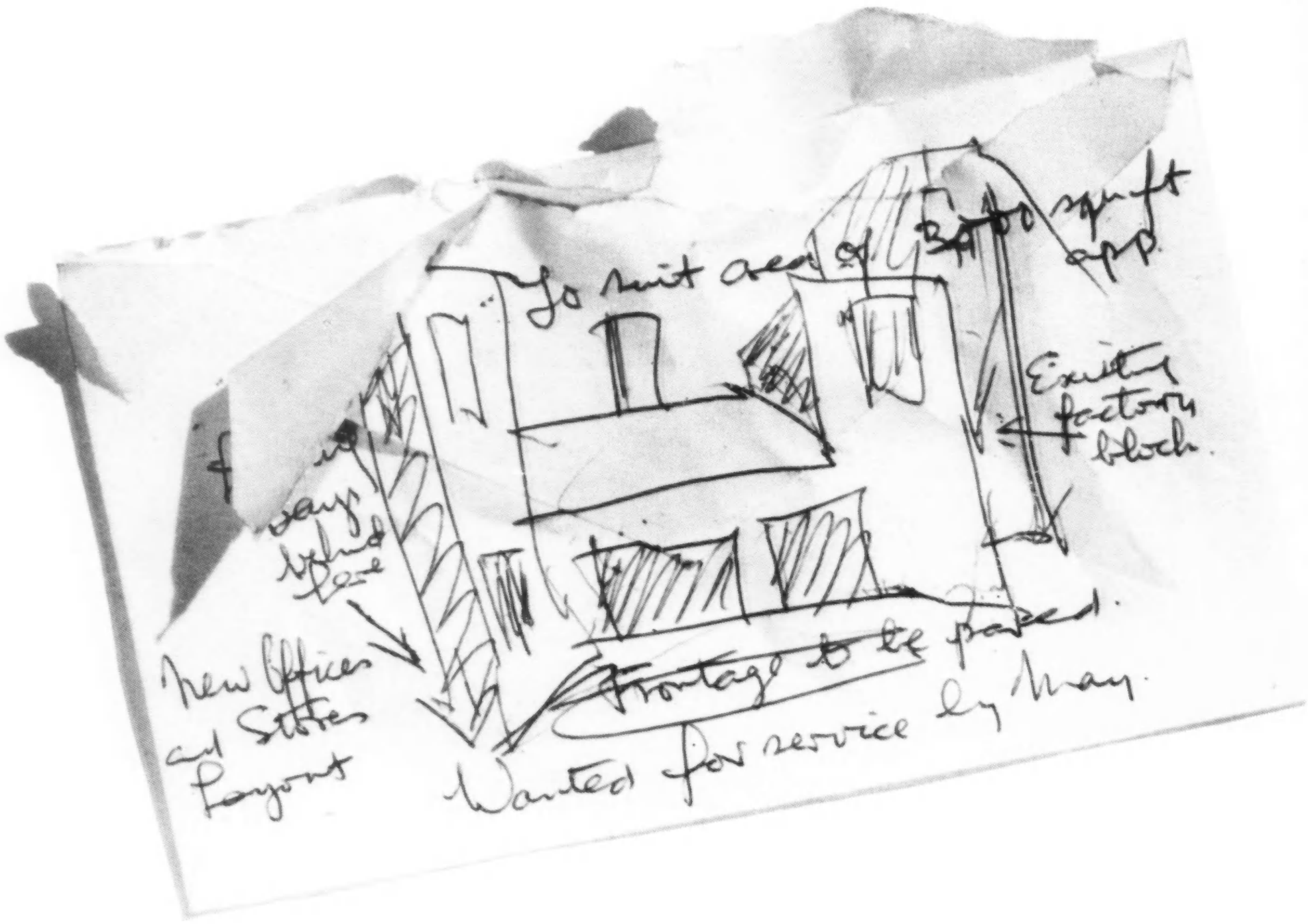

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Front cover photograph

British Insulated Callender's Cables Limited have recently been awarded a further contract valued at £$\frac{3}{4}$ million by the Indian Railway Board. This is for the supply and erection of over 100 track miles of 25 kV 50 cycles overhead equipment and 14 switching stations between Kharagpur and Tatanagar. Most of the track to be electrified is a new line running alongside the present single line. The new line and the present line together will form a double track between Kharagpur and Tatanagar to increase line capacity to deal with the increasing volume of traffic. Since 1958, when the a.c. railway electrification programme started in India, BICC has been awarded 15 contracts valued at more than £10 million and covering over 1,700 track miles. Indian staff are seen here installing a section insulator near Dankuni.

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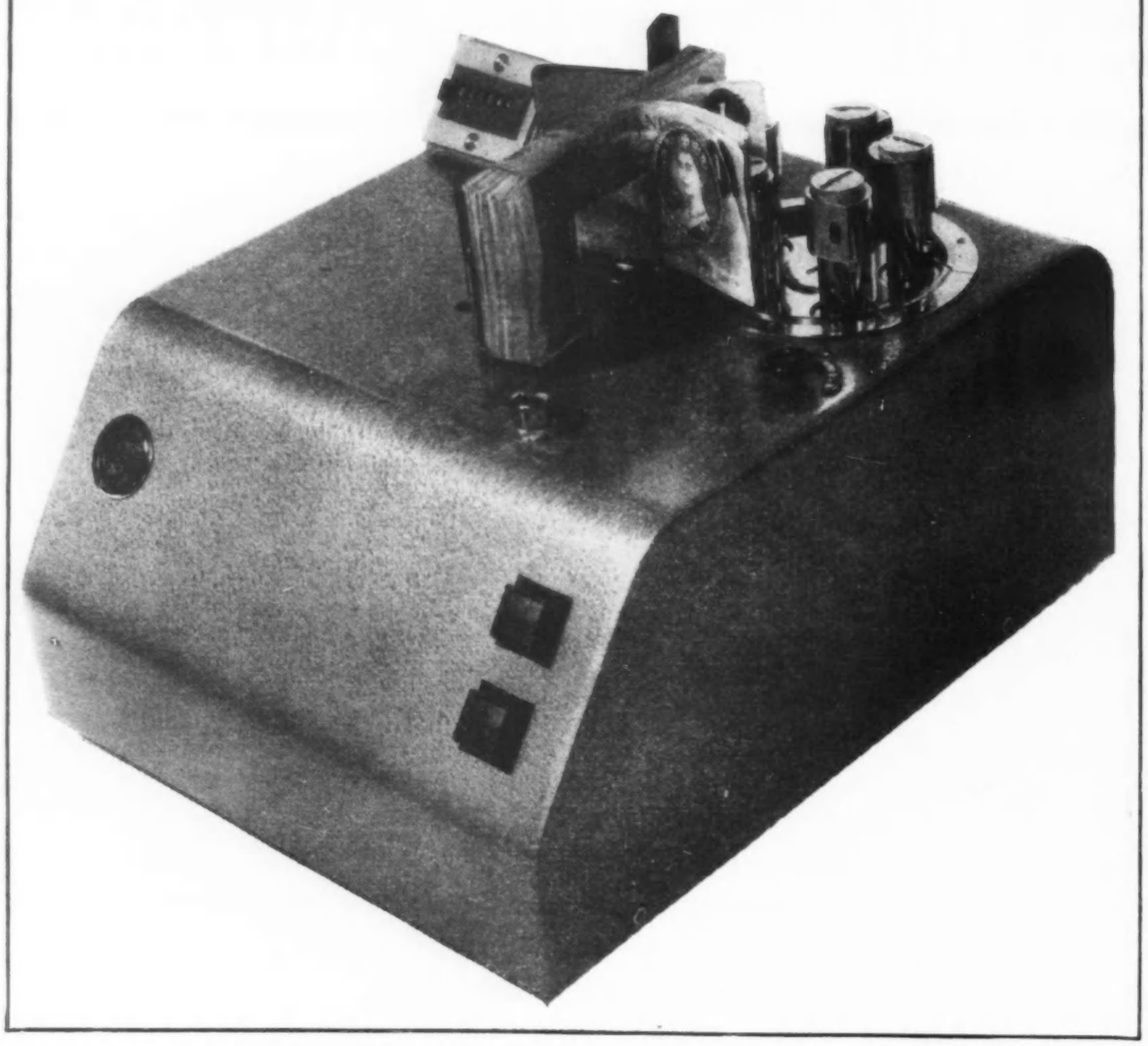

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Structure of international trade credit

THIS ARTICLE presents the results of an inquiry carried out by the Board of Trade into the structure of trade credit extended to, or received from, other countries at the end of 1962 and the end of 1963. Similar information, though in less detail, is being obtained for subsequent periods.

The Board would like to acknowledge the help of the firms who co-operated by supplying the quite detailed information called for in this inquiry.

Introduction

With the growth of United Kingdom exports since the Second World War and the increase in the proportion of exports in the form of capital goods, there have been changes in some of the methods by which exports are financed. Short-term export finance if required was, and still is, to a large extent effected by the use of bank overdrafts or bills of exchange. The bulk of this finance, averaging three months or so to maturity, is required simply for the convenience of traders while goods are in transit. Longer-term finance is required for projects of a capital nature, and its provision is usually the subject of negotiation in relation to the individual project.

The form of longer-term finance has been changing. Formerly, where such finance was required, the overseas purchaser frequently raised capital by the issue of securities or by loans in one or other of the international capital markets, of which London was one of the most important.

Already before 1939 the volume of long-term finance raised in London by overseas borrowers had declined. Since the war there has been a heavy and continuous demand for capital for development and reconstruction, not only by the developing countries but also by industrial countries. The overseas lending of the London market has been limited, with few exceptions, to Commonwealth governments. Purchasers in importing countries have in many cases had to look to exporters (or their governments) to arrange for the provision of long-term finance. United Kingdom exporters are having to compete not only in price, quality and delivery period, but also in the credit terms they are able to offer.

Origin of the inquiry

The Committee on the Working of the Monetary System (Radcliffe Committee) which reported in August 1959, considered trade credit, both domestically and internationally. It concluded that too little was known about various aspects of international trade credit; for example, the excess of credit given over that received; the way this excess was changing; the length of credit terms and whether it was lengthening; and recommended that the subject should be studied.

Interest in international trade credit was in itself sufficient justification for a survey, but in addition a better measure of changes in credit outstanding was needed for incorporation in the balance of payments statistics. In the balance of payments accounts, trade credit has been included in certain items, but the amounts covered have not been separately identifiable. Credit outstanding between members of the same company group at home and abroad has been an indistinguishable part of private direct investment. Where bank finance has been directly involved some credit has been included, again indistinguishably, in the 'external liabilities and claims' heading under monetary movements. Certain other identified trade credit has been included as 'miscellaneous capital' under monetary movements. But most credit extended directly by exporters to unrelated customers abroad (other than in the form of bills discounted or lodged with United Kingdom banks), and most advance and progress payments, have not previously been recorded.

In consequence of the structure of the accounts, the total of identified trade credit does not appear. Changes in that part of trade credit not previously measured have contributed to the errors and omissions, or 'balancing item', in the balance of payments accounts.

It should be noted that, when they are compiled, no account is taken of any credit obtained within the United Kingdom during the process of manufacture before goods are invoiced, which is treated as domestic credit; but advance payments received from the foreign customer are taken into account (or, at least, will be in future) as credit received.

Scope of the inquiry

Besides credit relating to United Kingdom imports, exports and re-exports (whether undertaken by manufacturers or merchants), the inquiry covered trade credit relating to international commodity sales between third countries arranged by United Kingdom merchants, and credit transactions of United Kingdom contracting firms operating overseas.

The questions covered the maturity distribution of outstandings, the geographical distribution, how much was provided by firms themselves and how much in the form of bills and promissory notes discounted, the extent to which Export Credits Guarantee Department (ECGD) were providing credit insurance, and the extent to which credit extended was being offset by credit received. Further, the opportunity was taken to obtain figures from companies of their direct exports during 1963.

It was not necessary to collect further information about credit made available to purchasers by banks and other financial institutions under the Financial Guarantee Scheme, since full details are available to ECGD, who arrange these transactions. Figures for them are, however, incorporated in the tables with those for suppliers' credits.

The international trading and credit transactions of oil companies were excluded, as were those of the central government and public corporations. Nor was any approach made to banks (or insurance companies) since their contribution to the finance of exports is either already measured in other ways or is of an indirect nature not readily measurable, as in the provision of overdrafts to manufacturers, of whose production some will be exported. It was necessary, however, to ensure that the figures collected in this inquiry could be dovetailed into the figures already available and used in balance of payments estimates. There are some elements of export finance within the Bank of England series of 'United Kingdom Liabilities and Claims in Sterling', which were outside the scope of the inquiry, such as overdrafts granted to banks by foreigners and bills not concerned with trade; but other elements are recorded in both sets of statistics. In order to identify the overlap contributors were asked to report separately on credit in the form of bills and promissory notes.

The inquiry was a voluntary one, and completed returns were not received from all the companies approached. Nor was the list of firms to be approached quite complete; it omitted some of the consortia formed to handle particular large contracts, and some subsidiary companies (despite a request that separate returns should

Table 1. Estimates for all businesses (excluding oil companies)

£ million

Credit Extended	Amount outstanding at end 1963			Change in amount due during 1963		
	Total	Due from overseas branches, subsidiaries associates and parents	Due from other overseas concerns	Total	Due from overseas branches, subsidiaries, associates and parents	Due from other overseas concerns
Credit extended by United Kingdom businesses	777	291	486	+ 73	+ 7	+66
Of which:						
Unmatured bills lodged (but not discounted) with banks in the United Kingdom	*148*	..	..	+ *32*	..	..
Bills covering outstanding credit which were discounted or assigned	153	23	130	+ 26	+ 9	+17
Credit extended under the Financial Guarantee Scheme	11	—	11	+ 11	—	+11
Total credit extended	941	314	627	+110	+16	+94
Less advance and progress payments	46	5	41	4	—	4
Total net credit extended	895	309	586	+106	+16	+90
Credit Received	**Total**	**Due to overseas branches, subsidiaries, associates and parents**	**Due to other overseas concerns**	**Total**	**Due to overseas branches, subsidiaries, associates and parents**	**Due to other overseas concerns**
Net Credit received by United Kingdom businesses	197	105	92	+19	+12	+ 7
Of which:						
Bills accepted	*53*	*11*	*42*	+*17*	+ *4*	+*13*

be made for any such companies excluded from group returns). The detailed tables are based on 3,132 completed returns.

Special steps were taken to obtain the main totals for a sample of those from whom returns had not been obtained, so that total credit outstanding could be estimated as accurately as possible. The totals estimated are however not precise; comparison with other information suggests that they are more likely to be understated than overstated.

The pattern of trade credit

It has been estimated that more than one-third of United Kingdom exports are sold on credit. Much the greater part of these sales are on short-term credit of up to six months, the length of these credits averaging something like three months. It is principally exports of capital goods on which credit longer than this may be required, but not all these exports are financed from this country. Export sales on which credit of more than six months is given have been estimated to account for less than 10 per cent of total exports.

This medium and long-term credit has of course greater relative importance in the total of credit outstanding at any time, but still accounts for less than half the total. With the tendency for the length of credit terms to be extended, its importance is however likely to increase.

The inquiry did not yield a complete analysis of credit outstanding by length of term, since it was not practicable to obtain such an analysis for credit extended by United Kingdom companies to associated companies or branches overseas. Although credit is frequently given in relation to such transactions, it is often of indeterminate length. However, since the same kinds of goods are usually sold both to associated companies and branches, and to independent customers, the probability is that the pattern of lengths of credit is broadly the same, with the exception that credit between associates does not normally include any of the very large contracts for very long terms.

Summary of results

Trade credit extended by the United Kingdom stood at £895 million at the end of 1963, the total having increased during the year by £106 million; these are net figures after deduction of the amount received by way of payments made in advance of shipment (£46 million at the end of the year). Credit received by the United Kingdom from overseas suppliers amounted to £197 million at the end of 1963, and the increase during the year was £19 million.

The increase in credit extended was exceptionally large in 1963. Exports, especially of capital goods, were then increasing quite fast. It is not to be expected that there will have been anything like so large an expansion of credit in 1964.

Much of the increase in credit outstanding during 1963 is already taken into account in the published estimates of the balance of payments for that year. The remainder, amounting to about £30 million, will serve to reduce the negative 'balancing item' in 1963, at present standing at £73 million. The results of the inquiry will be incorporated in revised balance of payments figures published later in the year.

Amounts owing to the United Kingdom on exports

Of the total credit outstanding at end-1963 before deducting payments in advance of shipment (£941 million), £777 million was advanced by United Kingdom companies. Bills of exchange and promissory notes to the value of £153 million had been discounted with, or assigned to, banks in the United Kingdom, who had provided also £11 million under the Financial Guarantee Scheme. Bills and promissory notes amounting to £148 million had been lodged with banks but not discounted, being held for collection or as security for overdraft facilities.

About one-third of the total credit outstanding was between United Kingdom companies and their overseas branches and subsidiaries, and the remaining two-thirds with unrelated concerns abroad. Little of the credit with related concerns was covered by discounted bills.

Of the increase during the year in credit extended, much the greater part was with unrelated customers, only £16 million more being advanced to branches and subsidiaries.

Amounts owed by United Kingdom companies on imports

Of the £197 million of credit received by United Kingdom companies and outstanding at the end of 1963 on purchases of goods from abroad, more than one-half (£105 million) was owing to related concerns, particularly parent companies, overseas. £53 million of the total credit was backed by bills accepted by United Kingdom companies or banks acting on their behalf.

Area analysis

Table 2 contains an area analysis of the outstanding amount of net credit extended, with separate figures for the most important countries. United Kingdom exports in 1963 are shown for purposes of comparison. (The comparison is not an exact one, since some of the credit relates to other, e.g. merchanting, transactions).

For the most part, the geographical pattern of trade credit extended corresponds fairly closely to the geographical spread of United Kingdom exports. There were however certain areas where proportionately more sales were made on credit than elsewhere. These were: Latin America; 'Other Non-Sterling Area' countries (outside Europe and America); and Eastern Europe and the USSR.

The totals given for more and less developed countries indicate that a larger proportion of sales to the latter group of countries was made on credit. There was no significant difference as between the more and less developed countries of the Overseas Sterling Area, when they are grouped together; but it must be remembered that some exports to these less developed countries are financed by Aid, when no overseas credit is required.

About a third of all the credit advanced went to the Overseas Sterling Area, and about a quarter to Western Europe. A relatively high proportion of the credit advanced to branches and subsidiaries – more than a half – was in the Sterling Area, and a relatively low proportion of the credit advanced to other overseas concerns.

In proportion to the amounts of credit outstanding, much the largest increases were in Western Europe. There was a marked drop in the credit extended to sterling countries in West Africa.

The geographical pattern of credit received, shown in table 3, bears little relation to the pattern of imports. Credit is received mainly in connection with imports of manufactures, and 80 per cent of the total was accounted for by North America and by Western Europe. In proportion to the value of trade, by far the greatest amount of credit was supplied by the United States.

(*Text continued on next page*)

Table 2. Net Credit Extended—Amounts due to the United Kingdom at end - 1963

SUMMARY OF RETURNS RECEIVED

Area or country	United Kingdom exports in 1963	Net credit outstanding at end – 1963				
		All overseas businesses			Due from overseas branches, subsidiaries, associates and parents	Due from other overseas concerns
		Total amount due from overseas businesses	*As percentage of world total*	Change in amount due during 1963		
	£ million	£ million	*Per cent*	£ million	£ million	£ million
North America	516·2	78·1	*11*	— 1·3	46·3	31·8
United States of America	343·7	53·7	*8*	— 0·3	30·8	23·0
Canada	172·6	24·4	*4*	— 0·9	15·6	8·8
Latin America	142·2	58·8	*9*	+ 3·9	10·4	48·4
Western Europe	1,520·3	177·2	*26*	+ 46·8	53·9	123·3
EFTA	501·0	62·6	*9*	+ 18·7	15·5	47·1
EEC	826·3	82·6	*12*	+ 20·7	36·6	46·0
Other Western European countries	193·0	31·9	*5*	+ 7·5	1·7	30·2
Eastern Europe and USSR	123·0	45·6	*7*	+ 7·5	—	45·6
Other Non-Sterling Area	326·0	60·5	*9*	+ 12·9	13·5	46·9
Overseas Sterling Area	1,453·4	218·9	*32*	+ 6·7	141·8	77·1
South Africa	197·7	32·1	*5*	+ 2·9	20·8	11·2
Australia	237·1	54·2	*8*	+ 3·3	42·4	11·9
New Zealand	115·2	10·3		+ 1·4	4·6	5·7
Irish Republic	149·0	10·7		+ 3·2	5·0	5·7
India	136·6	22·5	*3*	+ 3·2	9·8	12·7
Pakistan	42·0	3·1		— 0·1	1·7	1·4
British West Indies	72·3	8·3		+ 1·5	2·8	5·5
West Africa (a)	116·9	35·6	*5*	— 13·4	33·0	2·5
East Africa (b)	45·7	8·3		+ 1·1	6·1	2·2
Central Africa (c)	40·6	7·9		+ 0·6	4·8	3·1
Other Overseas Sterling Area countries	300·3	26·0	*4*	+ 2·9	10·8	15·2
Other countries n.s.d.		44·1	*6*	+ 5·6	5·5	38·6
All Areas						
Total of returns received		683·2	*100*	+ 81·9	271·5	411·7
Total – including allowance for non-response	**4,081·2**	**895**		**+106**	**309**	**586**
Less-developed countries	**1,315·2**	**397**		**+ 33**	**107**	**290**
Developed countries	**2,643·0**	**427**		**+ 64**	**202**	**225**
Eastern Europe and USSR	**123·0**	**71**		**+ 9**	—	**71**

(a) Ghana, Nigeria, Sierra Leone, Gambia. (b) Kenya, Uganda, Tanzania. (c) Malawi, Zambia, Southern Rhodesia.

Table 3. Net Credit Received—Amounts due from the United Kingdom at end - 1963

SUMMARY OF RETURNS RECEIVED

Area or country	Value of Imports in 1963	Net Credit outstanding at end – 1963				
		All overseas businesses			Due to overseas branches, subsidiaries, associates and parents	Due to other overseas concerns
		Total amount due to overseas trading partners	*As percentage of world total*	Change in amount due during 1963		
	£ million	£ million	*Per cent*	£ million	£ million	£ million
North America	867·6	56·9½	*47*	+ 2·1	34·9	22·0
United States of America	499·1	49·3	*41*	+ 5·9	28·5	20·8
Canada	368·5	7·6	*6*	— 3·9	6·4	1·2
Latin America	298·7	0·8	*1*	+ 0.2	0·4	0·4
Western Europe	1,485·3	38·9	*33*	+ 7·6	24·2	14·7
EFTA	505·1	17·5	*15*	+ 4·2	13·4	4·2
EEC	768·6	18·8	*16*	+ 3·0	10·0	8·8
Rest of Western Europe	211·6	2·7	*2*	+ 0·4	0·9	1·8
Other Non-Sterling Areas	495·2	2·9	*2*	+ 1·5	1·7	1·2
Overseas Sterling Area	1,665·8	20·4	*17*	+ 5·7	14·1	6·3
All Areas						
Total of returns received		119·8	*100*	+17·3	75·5	44·4
Total – including allowance for non-response	**4,812·7**	**197**		**+19**	**105**	**92**

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INTERNATIONAL TRADE CREDIT, *continued*

Analysis by length of credit

Because United Kingdom companies were not always able to indicate whether credit they were extending to their branches, subsidiaries, etc., abroad was short-term (180 days or less), or medium and long-term (over 180 days) a full maturity analysis of the amount due to the United Kingdom at end-1963 is not available. For the credit outstanding with unrelated concerns, however, a maturity analysis was obtained (see table 4), though even here there was some credit extended without fixed maturity on goods shipped on consignment, which appears in the column entitled 'Other credit'.

Of the bills discounted, by far the greater part were for more than 180 days. The following table gives separate figures by maturity for credit extended by industry, and for bills discounted. (A similar analysis was not obtained for bills lodged).

Amount outstanding from unrelated concerns at end-1963

£ million

	Total	Short term	Medium and long term	Other credit
Credit extended by UK businesses	486	307	162	17
Bills discounted or assigned	130	37	93	—

About 40 per cent of the credit outstanding from unrelated concerns was medium and long-term. These longer credits advanced to Eastern European countries and the USSR were several times as large as the short-term credit extended. Latin America was the only other area where medium and long-term credit outstanding was greater than short-term. The amount of medium and long-term credit advanced to North America was relatively trivial. Leaving aside Eastern European countries and the USSR, it will be seen that about 80 per cent of the remaining medium and long-term credits went to less developed countries. The figures for changes during 1963 show that medium and long-term credit was expanding rather more rapidly than short-term credit, in proportion to the amount of credit outstanding.

Large contracts

Supplementary information was obtained in respect of contracts in excess of £100,000 which had been signed before end-1963 and on which some repayments had then still to be made. The information supplied covered the date of each contract, its total value, the amount received with contract, payments received up to end-1963 and a schedule showing the instalments due over the period of the contract.

Similar details covering contracts entered into under the Financial Guarantee Scheme have been provided by ECGD. Contracts under this scheme are, in general, major projects for capital goods involving repayment periods longer than normal. Finance covering the major part of the cost is provided from loans made available by banks and other financial institutions, and ECGD guarantee the loan. The supplier of the goods in the United Kingdom receives payment from the financial institution providing the credit. The long-term loan arrangements are between the overseas customer and the United Kingdom financial institution or consortium to whom repayments are made. Projects valued at less than £2 million (except ships, for which the limit is £1 million) are not covered by this scheme, which dates only from April 1961 but has expanded considerably in the last two years.

Financial Guarantee contracts tend to differ from other large contracts, not only in the length of credit involved and the way in which they are financed but also in the time lag between the signing of the contract and the exporting of the goods involved. For Financial Guarantee cases the average period between date of contract and mean date of shipment was about two years; for other

Table 4. Total Credit Extended—Amounts due to the United Kingdom from unrelated concerns at end - 1963

MATURITY ANALYSIS — SUMMARY OF RETURNS RECEIVED

£ million

Area or country	Amount outstanding at end – 1963				Change in amount due during 1963			
	Total amount due from unrelated concerns	Short Term Credit-Amount due	Medium and Long Term Credit-Amount due	Other Credit	Total amount due from unrelated concerns	Short Term Credit	Medium and Long Term Credit	Other Credit
North America	32·2	27·0	3·5	1·7	+ 1·4	+ 1·0	+ 0·4	+0·1
United States of America	23·3	20·0	2·0	1·3	+ 1·2	+ 0·7	+ 0·4	+0·1
Canada	8·9	7·0	1·5	0·4	+ 0·2	+ 0·3	— 0	— 0
Latin America	50·3	21·0	29·1	0·1	+ 3·2	+ 2·8	+ 0·4	— 0
Western Europe	132·5	94·1	34·8	3·6	+28·1	+15·0	+12·7	+0·4
EFTA	51·4	35·0	14·5	1·8	+12·1	+ 3·5	+ 8·2	+0·3
EEC	49·7	44·7	3·9	1·1	+ 8·9	+ 8·6	+ 0·2	+0·1
Other Western European countries	31·3	14·4	16·4	0·6	+ 7·1	+ 2·8	+ 4·3	+ 0
Eastern Europe and USSR	47·0	8·7	38·1	0·2	+ 7·9	+ 3·5	+ 4·4	—
Other Non-Sterling Area	48·1	21·1	26·1	0·9	+10·6	+ 5·8	+ 4·8	—
Overseas Sterling Area	85·7	62·4	17·6	5·7	+11·1	+ 3·7	+ 6·0	+1·4
South Africa	15·1	11·9	2·2	1·0	+ 2·9	+ 0·2	+ 2·0	+0·7
Australia	12·0	10·6	1·1	0·3	+ 0·8	+ 0·3	+ 0·3	+0·2
New Zealand	5·8	5·4	0·1	0·3	+ 0·9	+ 0·9	—	+ 0
Irish Republic	5·8	5·2	0·3	0·3	+ 1·2	+ 0·9	+ 0·2	+0·1
India	12·9	6·5	5·2	1·2	+ 2·3	+ 0·3	+ 1·9	+0·1
Pakistan	1·4	1·2	0·2	0	— 0·1	+ 0·1	— 0·2	+ 0
British West Indies	5·5	3·6	1·4	0·5	+ 1·1	+ 0·4	+ 0·6	+0·1
West Africa (a)	5·6	3·1	2·2	0·3	— 0·6	—	+ 0·7	+0·1
East Africa (b)	2·3	1·8	0·4	0	+ 0·5	+ 0·2	+ 0·3	+ 0
Central Africa (c)	3·1	1·6	1·4	0·1	— 0·4	— 0·7	+ 0·3	— 0
Other Overseas Sterling Area countries	16·2	11·4	3·1	1·7	+ 2·5	+ 1·1	+ 1·3	+0·1
Other countries n.s.d.	38·8	24·5	13·8	0·5	+ 5·9	+ 4·1	+ 1·8	+ 0
All Areas								
Total of returns received	434·5	258·8	163·0	12·7	+68·0	+35·7	+30·6	+1·8
Total – including allowance for non-response	**627**	**344**	**266**	**17**	**+94**	**+50**	**+41**	**+3**
Less-developed countries	305	137	160	8	+43	+23	+20	+0
Developed countries	249	195	45	9	+41	+23	+15	+3
Eastern Europe and USSR	73	12	61	0	+10	+ 4	+ 6	—

(a) Ghana, Nigeria, Sierra Leone, Gambia.
(b) Kenya, Uganda, Tanzania.
(c) Malawi, Zambia, Southern Rhodesia.

large contracts over £100,000 in value, the time lag was just under a year. Thus several of the large contracts signed in 1963 are only now coming to fruition and starting to feature in United Kingdom export figures, and of those signed in 1964 many are still in the design or work in progress stages.

Table 5 sets out separately details for Financial Guarantee cases and for other large contracts for which particulars were obtained. The figures relate to all contracts entered into, whether or not any goods had been invoiced by December 1963. It is only when that stage has been reached that the credit arising from the contract is included in the balance of payments accounts, (or in the earlier tables accompanying this article).

Table 5. Long-term contracts in excess of £100,000

£ million

	All contracts		Financial Guarantee Cases		Others (a)	
	Totals	Estimated overseas credit extended at Dec. 31, 1963	Totals	Estimated overseas credit extended at Dec. 31, 1963	Totals	Estimated overseas credit extended at Dec. 31, 1963
Total value of contracts signed on or before December 31, 1963	376·3		80·5		295·8	
Down payments	22·5		4·0		18·5	
Other payments received up to December 31, 1963	110·8		0·7		110·1	
Amounts to be repaid after December 31, 1963:						
Total	243·2	98·5	75·8	10·7	167·4	87·8
Instalments payable in						
1964	54·0	36·0	2·6	0·6	51·4	35·4
1965	35·4	20·3	5·1	0·7	30·3	19·6
1966	30·8	17·0	5·2	1·2	25·6	15·8
1967	28·2	10·4	6·2	1·2	22·0	9·2
1968	23·1	6·0	8·6	1·3	14·5	4·7
1969	17·4	2·8	7·9	1·1	9·5	1·7
1970	14·4	1·9	7·3	0·9	7·1	1·0
1971	11·9	1·3	6·5	1·0	5·4	0·3
1972	7·6	1·2	6·5	1·0	1·1	0·2
1973	6·4	0·9	5·9	0·9	0·5	O
after 1973	13·9	0·8	13·9	0·8	—	—

(a) Summary of returns from 117 companies.

It will be seen that, because of their recency, only a small proportion of the total amounts repayable on the Financial Guarantee cases was so taken into account, and not much more than half the total amounts repayable on other large contracts. Between them, all the large contracts recorded accounted for around £100 million of credit. If allowance is made for large contracts not reported, they will have accounted for not less than half the £266 million total for medium and long-term credit extended to unrelated concerns show in table 4.

The repayment schedules show (still looking at the columns for overseas credit extended at the end of 1963) that over 60 per cent of the amount outstanding on contracts other than those covered by Financial Guarantee cases was repayable within two years; but on the Financial Guarantee cases, more than half would still be outstanding after five years.

Credit guaranteed by the Export Credits Guarantee Department*

As was to be expected, ECGD prove to have insured little of the credit business between associated concerns. But nearly half of other exports on credit were the subject of their guarantee. For short-term credits of six months or less, the proportion guaranteed appears to be about one-third, and for longer term credits, two-thirds. The proportion is greater still for large long-term overseas contracts.

The references here to 'short-term' and 'longer term' are to the interpretations of these expressions in the Board of Trade inquiry, which are not the same as in the statistics published by ECGD – with the consequence that the two sets of figures cannot be related to each other. The reason for the difference is, that a contract which for ECGD represents a long-term risk may cover a series of shipments, on each of which relatively short-term credit is extended – for example, in the form of a 90-day bill – and which consequently appear under the short-term heading in the Board's inquiry.

The proportion of credit guaranteed in different areas corresponds, very broadly, to the pattern of credit extended, in the sense that there is a tendency for a higher proportion of the credit to be guaranteed in those parts of the world where a relatively high proportion of sales are made on credit.

International and domestic trade credit

The results of this inquiry lend some support to the belief that net trade credit extended abroad represents a very substantial part of the net balance of all trade credit extended by United Kingdom companies; that is to say, the aggregate figure for 'trade debtors' *less* the aggregate figure for 'trade creditors'.

The comparison is far from exact, since it can be made only with figures for quoted companies. For this purpose, credit extended both to associates and subsidiaries must be excluded, since they cannot be distinguished, and since the figures for quoted companies are derived from an analysis of group accounts, in which overseas subsidiaries are included. Advance payments must be left out of account since they are not usually recorded under 'trade creditors'. What must be taken for comparison with the corresponding figure for all trade credit derived from companies' accounts is the difference between credit extended (£627 million) and credit received (£92 million). This difference of £535 million may be set against the provisional end-1963 figure for 1,927 quoted companies of £1,031 million. It seems probable (though there is little evidence) that non-quoted companies would not add a very great deal to this total, and might even reduce it, some of them being net receivers of credit.

Size distribution of exporters

In addition to the information about outstanding trade credit, company groups supplied figures of their direct exports in 1963, which have been used as the basis for the size distribution shown in table 6.

This analysis relates to only part of the exports which are recorded in the Trade Accounts. As already mentioned, the inquiry did not cover the transactions of oil companies, or of the public sector. Also excluded were exports made by relatively small firms, such as exports made by retailers under the personal exports scheme, or exports of works of art. Nor of course is any account taken of goods recorded as exported for which no payment is made, e.g. gift parcels, returned goods and goods sent for repair. The field covered probably represented only some £3,200 million

Table 6. Size distribution of exporters in 1963

SUMMARY OF RETURNS RECEIVED

Size range of exports reported	Value of direct exports £ million	Number of companies
£10,000 and under	4	861
£10,001 to £50,000	26	989
£50,001 to £100,000	35	473
£100,001 to £250,000	88	550
£250,001 to £500,000	118	331
£500,001 to £1,000,000	160	223
£1,000,001 to £5,000,000	496	244
£5,000,001 to £10,000,000	284	39
Over £10,000,000.	1,108	35
Total	2,319	3,745

of exports out of the total of £4,081 million recorded in the Trade Accounts.

The returns received on which exports were recorded accounted for £2,320 million out of the £3,200 million, and numbered 3,744. The number is larger than the number of returns recording trade credit because there were several hundred exporters who sold only for cash. On the other hand there were a number of merchants engaged only in importing, or in transactions outside this country, who returned credit but no exports.

In the comments which follow, comparison is made with the £4,081 million of recorded exports.

(*Continued on next page*)

INTERNATIONAL TRADE CREDIT, *continued*

Returns were obtained from all the largest exporters, and the table is believed to be substantially complete at the higher end. It shows that 35 company groups accounted for over a quarter of our exports; and that the top 300 exporters accounted for close on half the total.

Three company groups' exports topped £100 million in 1963, and four others returned exports of £50 million or more. The top three accounted for 10 per cent of total exports, and the seven together for 15 per cent.

The concentration among exporters is greater than it is in manufacturing industry. But it must be remembered that the exports returned by the firm responsible for shipment will often have incorporated work done by other firms who did not themselves export directly.

Notes and definitions

The inquiry asked for returns showing amounts of international trade credit outstanding in connection with companies' trading transactions, i.e. exports, imports and re-exports of goods from the United Kingdom, and the purchase and sale of goods abroad which did not enter the United Kingdom or were merely trans-shipped in the United Kingdom, including any charges for services which formed part of the contracts, e.g. installation charges.

It covered transactions between United Kingdom and overseas concerns. These concerns could be either parent companies, branches, subsidiaries or associates of the reporting companies, or not related with them in any way, these two categories being reported separately.

The statistics relate to the 'United Kingdom' which is defined as Great Britain, Northern Ireland, Isle of Man and Channel Isles. The Republic of Ireland was regarded as an overseas country.

No approach was made to Government departments, public corporations, oil companies or to most small firms.

Companies were asked to make returns for their accounting years if information was not available for calendar years.

'Credit outstanding' was defined as the difference between the value of goods and services provided under contracts with overseas residents and payments received, and as such included in 'Accounts Receivable' or 'Accounts Payable' in companies' books.

Only credit concerned with contracts for which a United Kingdom company acted as a principal or as the leader of a consortium was included, but this included goods and services provided on sub-contract by other United Kingdom registered companies. Work done on sub-contract was excluded in order to avoid duplication. Where overseas concerns were involved either as main or as sub-contractors account was taken only of that part of a contract which related to United Kingdom companies.

Short-term credit was defined as of 180 days or less; medium and long-term credit as of more than 180 days.

Debts for which companies had been reimbursed by ECGD were excluded but firms were asked to include that part of outstanding debts not covered by ECGD.

Deposits or progress payments in advance of the shipment of exports were recorded separately as credit received.

Firms were asked to return as credit without fixed maturity goods exported on consignment and not paid for by the end of each reporting period. Values used were to be those in companies' books even though the eventual realized values might have been different.

There were separate headings for the nominal value of bank or trade bills or promissory notes connected with companies' overseas trading transactions which had been discounted with, or assigned to, a bank in the United Kingdom and which had not matured by the end of each reporting period. Bills lodged with a bank in the United Kingdom for whatever purpose, but not discounted or assigned, were returned separately.

Companies were also asked to return at nominal values, unmatured bank or trade bills or promissory notes in connection with United Kingdom imports of goods, other purchases of goods, and related services, which they, or a United Kingdom bank acting on their behalf, had accepted.

The exports recorded were those for which the reporting firm had prepared the shipping documents.

In the tables:

n.s.d. means 'not separately distinguished'

O means less than half the final digit shown

.. means 'not available'.

* Details of the various arrangements made by the Export Credits Guarantee Department are given in the booklet they publish entitled 'ECGD Services'. Existing copies of this publication do not however take into account the changes announced in the course of this year's Budget debate (which were summarized on page 827 of the *Board of Trade Journal* of April 16).

EFTA Association of Commerce's valuable work

—Mr. E. C. Redhead

SPEAKING AT THE dinner of the European Free Trade Association, Association of Commerce in London on April 29, Mr. E. C. Redhead, Minister of State (Overseas), said that the organization did valuable work in promoting trade in EFTA, particularly through their work in most EFTA countries in issuing certificates of origin, and in giving EFTA general publicity among the business community. The EFTA Association of Commerce provided a most useful forum for discussion of those problems of expanding EFTA trade which the national Chambers met in their day to day work, and for facilitating co-operation by the Chambers in such matters as arranging trade missions.

Continuing, the Minister said that there had recently been a spirit of questioning, both on how EFTA could now be expected to develop, and on the United Kingdom attitude to the Association's future and the future of Europe. This questioning was perhaps stimulated by the debate over our import charge. On this we recognized our partners' anxieties. We were glad at the last Ministerial Meeting to be able to announce the reduction which came into force about a week ago. We know that our partners expected us to move again as soon as the progress of our balance of payments permitted and we intended to do so.

'On the future of EFTA in Europe, our aim is still that of a wider European market', he said. 'We are confident that this will be achieved one day, but it is not yet possible to see the path by which it will be attained. Meanwhile it is in the interests of all of us to develop and maintain a strong EFTA. We in the United Kingdom are fully committed to this as a major aim of policy in Europe. This is clearly illustrated by the Prime Minister's initiative in proposing that the discussions of the EFTA Council in Vienna should be at Prime Ministerial level. EFTA is of course an industrial free trade area, not an economic union. The factors which prevented more far reaching measures of integration still exist. But there is still scope beyond the current programme of work for extending and widening EFTA co-operation.'

He added that discussion might show the possibility of reaching common EFTA attitudes towards commercial policy problems involving third countries or the EEC. This led to the major question of what EFTA's relations should be with EEC over the immediate future. 'We must look to the Kennedy Round as the main way of making progress with the problem of reducing tariff barriers. Co-operation in these negotiations between EFTA countries is close and continuing. Beyond this we and other EFTA members must seek every opportunity of seeking functional arrangements for co-operation with the Six on practical matters. Everything we can do to build up close working relations with them will help in ultimately overcoming the economic division of Europe. This can only be done, however, from the basis of a prosperous and self-confident EFTA. We come back again to the need for us all to support the Association and ensure that the vigour of its first five years is matched by an equally successful period as we approach and achieve free trade during the next few years.'

Ministerial responsibility for films

MR. ROY MASON, Minister of State, Board of Trade, has taken over responsibility under the President of the Board of Trade for the film industry.

The film industry was previously the responsibility of Mr. George Darling, Minister of State (Home). Mr. Mason, Minister of State (Shipping) retains his existing responsibilities – the shipping and shipbuilding industries and tourism.

Agricultural engineers' strenuous efforts to expand exports

'It is not surprising that British farms are the most highly mechanized in the world. What, however, is especially striking at the present time is that British agricultural engineers have not been content with the business provided by strong demand at home, but have made strenuous efforts to expand sales overseas' said Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, speaking at the Agricultural Engineers Association annual luncheon in London on April 28.

The Minister went on to say that in the past twenty years the annual output of British tractors had increased by more than tenfold and, of current production, some three-quarters was exported. Manufacturers of agricultural machinery had shown similar powers of growth and, with exports of over one-third of annual production, likewise made a very valuable contribution to Britain's balance of payments. The achievements of British agricultural engineers, in production and marketing, were something of which all could be proud.

Congratulating the industry on its work, he said he did not think that agricultural engineers would deny that the way ahead was unlikely to be easy. The slight fall in production and exports of wheeled agricultural tractors last year was a sign that growth was far from automatic. Tractor manufacturers did face exceptional circumstances in 1964, but the fact remained that many of Britain's traditional markets for agricultural machinery were becoming more and more competitive. Ironically, this was partly the consequence of the industry's success. So well had it met demand, that many markets were becoming saturated and new business must now be sought in the replacement trade.

The Minister said that Britain's success in this field had not gone unnoticed. Many countries were no longer content to import their needs but instead were developing their own tractor and agricultural machinery industries. In the process access to markets was becoming harder; and as the Common Market took shape, many old friends could be reached only over higher tariff barriers and conditions in Europe for our exports of agricultural machinery were becoming more and more difficult.

The Minister particularly welcomed the assurance given last April by the Soviet Minister for Foreign Trade that the Soviet authorities intended to increase the scale of their purchases of UK goods, so as to bring about a much closer balance of trade between the two countries. He was sure that the Soviet would find that agricultural machinery was a field in which Russian purchases from the UK could be of great benefit to both countries.

He gladly noted the attention the industry had been giving to new markets in the developing countries in Africa and elsewhere and said it was a matter of the utmost concern to the developed, no less than to the developing nations, that there should be a rapid increase in food production throughout the world. 'For this we must look especially to a higher standard of farming in the developing countries; and I believe that British agricultural engineers have played, and will continue to play, a very special role in this field. British agricultural engineers have for many years shown a particular awareness of the needs of agriculture in developing countries.' British engineers had pioneered machinery for land reclamation and for the cultivation and harvesting of basic crops. They had shown particular skill in developing simple agricultural machinery to meet local requirements.

Saying that much had been done by private firms, the Minister added 'but I should like at this stage to pay particular tribute to the work done – with Government support – by the Overseas Liaison Unit at the National Institute of Agricultural Engineering.'

The industry also had a very worthy record in training farmers from countries where modern agricultural machinery was less widely used than here. In this 'humane and vitally essential work' a partnership had been created by the Government, by the industry as a whole and by individual firms. It was by such immediate and practical help to the peoples of the developing countries that we could lay firm foundations for co-operation and better understanding among all nations of the world.

Speaking of the importance to this country of maintaining and increasing the level of exports and the problems faced in this task, he said that larger firms in the industry had wide experience of exporting and departments devoted solely to selling overseas and that these would know the services which the Government could offer. He however, made a special plea to the smaller firms. No one could pretend that exporting was anything other than very hard work and he urged those thinking of exporting for the first time, or of entering new markets, to acquaint themselves of the services the Board of Trade could offer.

As he thought experienced exporters would confirm, the Board had much information and experience and many contacts which it could put at the disposal of the exporter and save him much time and wasted effort. He also asked smaller firms who were entering the export market to look into the possibility of exporting through larger firms. This was one of the number of schemes to help exporters referred to by the President of the Board of Trade in his speech in the Budget debate earlier in April; and the Board of Trade hoped shortly to publish a booklet giving details of nearly 400 firms who had offered to help in the selling of products of smaller firms.

Mr. Gilbert A. Hunt, president of the AEA, said that in 1948 the industry was producing some £69 million worth of equipment annually, since then the figure had increased to £202 million.

The farm machinery industry was now the country's fifth largest export industry. Last year it exported £164 million worth of equipment. It was of interest that the foreign currency earned by each man employed in agricultural engineering was £2,700 per annum. He said that the industry were very pleased that foreigners showed, and continued to show, such a keen interest in their products. Perhaps it was noteworthy that 3,500 foreign visitors from 96 different countries visited the Smithfield Show in December last.

Export Minister to visit North-east

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, will visit the North-east coast on May 10 and 11. During his two-day tour the Minister will visit firms who are making contributions to exports and will have discussions with local businessmen.

On May 10 the Minister will visit Darlington where he will see the works of Darlington & Simpson Rolling Mills Limited and the engineering works of Whessoe Limited. In the afternoon he will speak to the Overseas Committee of the Tees-side Chamber of Commerce at Middlesbrough. In the late afternoon he will meet the regional export staff of the Board of Trade at Wellbar House, Newcastle, and in the evening he will be host at a reception for local businessmen.

On May 11 the Minister will visit Pyrotenax Limited, cable makers, at Hebburn; C. A. Parsons & Co. Limited, electrical and general engineers; and Sir Howard Grubb, Parsons & Co. Limited, scientific instrument makers, both at Newcastle; and George Angus & Co. Limited, industrial rubber goods manufacturers at Wallsend.

Export Council for Europe new address

THE EXPORT COUNCIL FOR EUROPE have now moved to 27-28 Northumberland Avenue, London, W.C.2. (Tel. Whitehall 3121. Telex 262264 Brinatex, Ldn.). This is the same address as the British National Export Council and its committees as given in last week's *Board of Trade Journal*, page 935.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 423 Oxford Street, W.1, or York House, Kingsway, W.C.2

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

As announced in the *Board of Trade Journal* of April 2, a major advertising campaign to publicize Government services for exporters began in the national and local Press on April 5 and will later appear in the trade and technical Press.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104.
Newcastle 27575 Telex 53178
Workington 3788

Export exhibit at Advertising Association Conference

A 20-PANEL display on the subject of 'Selling Overseas' and based on the Board of Trade's 'Call Export Intelligence' advertising campaign in the press, was featured at the annual conference of the Advertising Association on May 6 at the Hilton Hotel. Prepared by the Central Office of Information for the Board, the display presented the services of Export Services Branch including finding overseas agents, supplying market information and detailing export opportunities. Regional Offices and commercial officers overseas were also mentioned on special panels. Another panel featured publications including the *Board of Trade Journal* and the daily *Export Service Bulletin*. Advice on the help given in exhibiting at overseas trade fairs and at British Weeks was also included in the display which was completed by four panels about overseas publicity for exporters.

Of added interest was a fact-finding automatic machine supplied to the Board of Trade by the makers, Directomat Ltd. The Board's Export Services Branch supplied some 120 questions and answers which inquirers could seek out by pressing the appropriate button on the machine.

Chambers of Commerce report on Far East visit

'THE GROUP'S visit was an unqualified success. Individual members were able to make on-the-spot surveys under extremely favourable conditions, to discuss business with existing or prospective agents and other contacts, to follow-up new leads and to conclude contracts or set the seal on arrangements likely to lead to future substantial business. Members, with technical collaboration with local manufacturers in view, were able, under most favourable circumstances to initiate negotiations with likely counterparts and to measure accurately the scope of the markets'.

These were some of the conclusions of the 16-man working group from the London and Birmingham Chambers of Commerce who recently made a tour of Japan, Hong Kong, the Philippines and Thailand. They were led by Mr. John Shewan, general manager of the Chartered Bank in London. Their findings have been published in a 21-page report. Inquiries for copies should be made to the London or Birmingham Chambers of Commerce.

West German supplement to Export Service Bulletin

'OPPORTUNITIES FOR British Industry in the Federal Republic of Germany' is the title of a special Supplement to the *Export Service Bulletin*, published on April 30. This is one of a series designed to give prominence to a brief range of items where it is felt exports to particular countries in Western Europe could be expanded, and to focus the attention of British manufacturers on these items. Each Supplement contains general facts about the country and short commodity reports. In the West German supplement the reports deal with women's ready-to-wear outer clothing, reproduction and fully-upholstered furniture, selected foodstuffs and garden tools and accessories.

Supplements were published about Italy and France on November 2, 1964, and March 31, 1965, respectively, and it is proposed to publish similar editions about Spain, Greece, Sweden, Denmark and Belgium during this year.

'Trading with the Arab World' reprint

OVER THE PAST YEAR a series of articles on trade with a number of Middle East countries, prepared by the commercial staffs of the British Embassies concerned, have appeared in the *Journal*. These articles have now been combined, together with a foreword by the President of the Board of Trade, into a booklet entitled 'Trading with the Arab World'. Copies of the booklet have been distributed to a number of commercial organizations, for the use of their members and constituent bodies, and to Regional Offices of the Board of Trade. A limited number of copies are also available to the public on application to the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3039).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Second joint deputy chairman for Prices and Incomes appointed

MR. GEORGE BROWN, First Secretary of State and Secretary of State for Economic Affairs, announced in the House of Commons on April 30 the name of the second joint deputy chairman of the National Board for Prices and Incomes. In a written answer the First Secretary said: 'I am authorized by the Prime Minister to inform the House that HM the Queen has been pleased to indicate her approval of the appointment of Mr. D. A. C. Dewdney as a member of the National Board for Prices and Incomes. Mr. Dewdney will serve as a joint deputy chairman.'

Notes: Names of the other members of the Board were announced by the First Secretary of State on April 8. In addition to Mr. Aubrey Jones, chairman, they are: Mr. Hilary Marquand, joint deputy chairman; Mr. J. F. Knight; Mr. R. G. Middleton; Dr. Joan Mitchell; Lord Peddie; Mr. P. E. Trench and Mr. R. Willis.

Mr. Duncan Dewdney is a managing director of Esso Petroleum Co. Ltd., and is being released by the company for a period of two years. He will be free to take up his new duties on a part-time basis this week and on a full-time basis from June 8.

New Office for Scientific and Technical Information set up

AN OFFICE for Scientific and Technical Information has been set up within the Department of Education and Science to promote more efficient handling and utilization of scientific and technical information.

Describing the new organization in answer to a question in Parliament, Mr. Anthony Crosland, Secretary of State for Education and Science, described the functions of the new offices as follows:

'(a) Generally, to advise the Secretary of State for Education and Science on the conduct of, and support for, United Kingdom activities in scientific and technical information over the whole field of the natural and social sciences and their related technologies,

(b) to promote research and development within the field of scientific and technical information, the improvement of existing information services, and to experiment with new ones,

(c) to stimulate the training of scientists for information work and in the use of information services,

(d) to co-ordinate such action as is taken with the work of other Government and independent organizations,

(e) to have responsibility for the National Lending Library for Science and Technology and for grant-aid to the Association of Special Libraries and Information Bureau (Aslib), and

(f) to advise the Secretary of State for Education and Science on official United Kingdom participation in the work of international agencies concerned with scientific and technical information.'

In exercising these general functions the office has taken over all support for research and development in this field previously administered by DSIR. It has not, however, taken over the specialized information services of DSIR; such as the technical liaison scheme for industry. Indeed the Ministry of Technology, other departments, and the Research Councils will have responsibility, as at present, for matters of scientific and technical information related particularly to their own special interests.

'I am setting up an Advisory Committee for Scientific and Technical Information to advise me in this field,' continued the Secretary of State. 'Sir James Cook, FRS, the Vice-Chancellor of Exeter University, has agreed to be the first chairman; details of membership will be issued shortly. Estimates for 1965/66 provide for an expenditure of £181,000 for the work of the Office.'

International ports and harbours conference to meet in London

SOME 400 delegates from 45 countries will attend the London conference of the International Association of Ports and Harbours from May 10-14. It has been stated that the conference will be one of the largest gatherings of world-wide port and shipping personnel.

Prominent speakers, including Mr. Dudley Perkins, general manager, Port of London Authority, Sir Andrew Crichton, and Viscount Rochdale, will address the conference and many papers on subjects vital to international trade will be presented by leading authorities.

HRH Prince Philip will serve as patron for the conference, and Viscount Simon, chairman of the Port of London Authority, will act as chairman.

Award of Bronze Medal

HM THE QUEEN has been graciously pleased, on the recommendation of the President of the Board of Trade, to award the Bronze Medal for Gallantry for Saving Life at Sea to Mr. George Alfred Tomlinson, ss 'San Fabian'.

At about 15.00 hours on August 14, 1964, the ss 'San Fabian', about five miles off Gibraltar on voyage from Venezuela to Italy, lurched in a rough sea, and an 18-year-old junior seaman, Malcolm Mahoney, who was painting a gangway davit, slipped and fell into the sea. Deck hand George A. Tomlinson, who was working nearby, saw the fall, and after raising the alarm, dived overboard to help Mahoney whom he knew to be a poor swimmer. Mr. Tomlinson showed him how to 'dog paddle' and encouraged him to keep afloat for over one hour. Meanwhile the 'San Fabian' had swung around and was searching for the two men. At 15.51 hours both men were sighted and a lifeboat was lowered and sent to the rescue. They were picked up at 16.15 hours and taken to the ship's hospital suffering from shock and exposure. Both men recovered after treatment.

There is no doubt that Mr. Tomlinson's prompt and courageous action, at great risk to himself, saved Mr. Mahoney's life.

Engineering mission from Poland

AN INDUSTRIAL DELEGATION from Poland has been staying in Great Britain on a ten-day visit. The delegation, which arrived on April 20, was headed by Mr. J. Hrynkiewicz, Vice-Minister of Heavy Industries and included experts from machine tool, power engineering and electronic industries. The delegation, which was received by Mr. Edward Redhead, Minister of State, Board of Trade, visited the International Engineering Exhibition, and studied a wide range of products of the British engineer in greater detail. Visits were paid to engineering and electronics factories in the Manchester, the Midlands, East Anglia and London.

Mr. Hrynkiewisz expressed full satisfaction with his visit and emphasised the high technical level of many of the British products he had been shown, as well as the cordiality with which he had been received. The purpose of the visit was to interest the Polish engineering and electrical industries in the supply of British capital equipment and to establish closer co-operation in regard to the acquisition and exchange of know-how and goods.

New shipyard on the Clyde for John Brown & Co. Ltd.

REFERRING to the proposed scheme announced on April 29 by John Brown & Co. Ltd., to construct a new shipyard in the present bed of the River Clyde, Mr. Roy Mason, Minister of State (Shipping), Board of Trade, states:

'John Brown & Co. Ltd. have shown me a preliminary proposal to straighten the Clyde at Clydebank by cutting a new channel to the south of John Brown's yard and to construct in the present bed of the river a new shipyard incorporating building docks for ships of up to 260,000 tons deadweight.

'I welcome the company's initiative in putting forward, as a basis for discussion with all interested parties, this interesting and forward-looking idea in the field of shipbuilding techniques new to this country. I quite see that the proposal would have considerable advantages from the company's point of view. A detailed examination will, however, be needed of the benefits of the scheme, not only to John Brown's but also to shipbuilding generally on the Clyde, and of its implications for other interests in the area. The preliminary and tentative nature of the scheme precludes such consideration at the present stage. I will await with interest the results of the further study which the company are putting in hand.'

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 21, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28·38	Magensium sulphate, anhydrous.	Calcined magnesium sulphate	December 31, 1965	6686
29·04	2:4 - Dimethylnonan - 4-ol	Me.hyl isobutyl amyl carbinol.	December 31, 1965	6688
29.14	2 : 2 : 4 - Trimethylpentane -1 : 3 - diol 1-*iso*butyrate	224 Trimethylpentane 1-3 diolmonoisobutyrate.	December 31, 1965	6682
29.15	Adipic acid	As in previous column	December 31, 1965	2261
29.23	Potassium 4-aminosalicylate.	Potassium para amino salicylate.	December 31, 1965	6701
29.35	Methylenedi - (1 : 6 - hexolactam), mixed isomers.	Methyl - di - 1 : 6 hexolactam.	December 31, 1965	6687
38.19	Preparations, gaseous, containing not less than 0·5 per cent by volume and not more than 6 per cent by volume of silicon compounds calculated as silane, and having a value not less than £40 per cubic metre at standard temperature and pressure.	Silane diluted with hydrogen.	December 31, 1965	6674

Note: Withdrawal of application:

Interested parties will wish to know that the application for temporary exemption from import duty in respect of the chemical covered by the following description and advertised in the *Board of Trade Journal* on the date shown has been withdrawn.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Date published	Reference
29.14	Hydroxypropyl acrylate, mixed isomers	Propylene glycol monoacrylate.	December 31, 1965	April 16, 1965 (Page 829)	6696

Imports from Czechoslavakia

THE BOARD OF TRADE, in Notice to Importers No. 1105 dated May 8, announce details of the licensing arrangements for imports from Czechoslovakia during the period ending March 31, 1966. (The *Board of Trade Journal* published particulars of the new trade arrangements in its issues of April 9, pages 806 and 807, and April 23, page 904.)

The licensing arrangements are on broadly the same basis as last year, but many quotas have been increased, and there have been certain extensions in the range of goods which may be imported under open individual licences, particularly as regards food and agricultural products.

Importers not receiving a copy of the Notice may obtain one from Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports from Bulgaria

THE BOARD OF TRADE, in Notice to Importers No. 1106 dated May 8, announce new licensing arrangements for trade with Bulgaria (see *Board of Trade Journal* of April 9, page 802). Provision has been made for a wider range of goods to be imported, and in many cases quantitative restrictions have been removed.

Importers not receiving a copy of this Notice may obtain one from Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Transhipment Open General Licence

THE BOARD OF TRADE have issued a Transhipment Open General Licence which will come into force on May 14. The Licence replaces the Open General Licence dated January 30, 1963. The only change in the control position is that the importation or exportation of items in Group 1 of the Export of Goods (Control) Order 1963 (in brief, aircraft, arms and military stores and appliances) for transhipment to any port or destination in the Republic of South Africa or the mandated territory of South West Africa is now excluded from the Transhipment Open General Licence and will be subject to individual transhipment licensing control.

Inquiries about this Licence should be made to the Board of Trade, Export Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757). Copies of the Licence (price 6d., by post 8½d.) will be obtainable from HM Stationery Office, Kingsway, London, W.C.2. and branches.

Note: Under the 1963 Open General Licence the position generally was that, subject to certain formalities, transhipment in the United Kingdom could be effected without individual licence except for certain items (mainly arms and strategic goods) for destinations other than the Commonwealth, the Irish Republic, the Republic of South Africa, and the United States. The new Licence continues this position except for Group 1 items (mainly aircraft, arms and military equipment) for the Republic of South Africa, and South West Africa. Any transhipments of Group 1 items for these destinations will in future be subject to individual transhipment licensing control.

The Import Duties (General) (No. 3) Order, 1965

HM TREASURY have made the Import Duties (General) (No. 3) Order, 1965, (S.I. 1965/1034) which:

(1) provides for the same rates of import duty on some descriptions of goods where there is difficulty in distinguishing between them (Schedule, paragraphs 1, 4, 6 and 7);

(2) amends the description for import duty purposes of D-Tartaric acid (Schedule, paragraph 2);

(3) removes the import duty from certain molybdenum rods manufactured in and consigned from the EFTA area (Schedule, paragraph 3);

(4) provides for the clarification of the legal position of certain vessels classified in Chapter 89 of the Customs Tariff (Schedule, paragraph 5).

This Order came into operation on May 5.

Copies of the Order are obtainable direct from HM Stationery Office.

The Import Duties (Temporary Exemptions) (No. 3) Order, 1965

HM TREASURY have made the Import Duties (Temporary Exemptions) (No. 3) Order, 1965, which provides that the goods listed in Schedule 1 shall be temporarily exempted from import duty, and those listed in Schedule 2 shall continue to be exempted from import duty, until December 31, 1965, unless a shorter period is indicated against any item.

The Order also provides for a revised description of *L*-Tartaric acid.

The Order came into operation on May 5, and has been published as Statutory Instruments 1965 No. 1035.

Imports from Hungary

THE BOARD OF TRADE, in Notice to Importers No. 1104 dated May 8, announce details of the licensing arrangements for imports from Hungary. These are being continued on broadly the same basis as hitherto for the current period, which will expire on January 26, 1966. (The *Board of Trade Journal* of March 26, page 696, published particulars of the new trade arrangements.)

Many quotas have been increased, and there have been certain extensions in the range of goods which may be imported under open individual licences.

Importers not receiving a copy of the Notice may obtain one from Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

White Paper on steel nationalization

The White Paper on the Steel Nationalization Bill (Cmnd. 2651) was published on May 3, and is available from HM Stationery Office at 1s. 9d., post free.

THE RESALE PRICES ACT, 1964

List No. 3 of classes of registered goods

THE REGISTRAR of Restrictive Trading Agreements has made the third list of classes of goods of which particulars are entered in the register kept by him under subsection (4) of Section 6 of the Resale Prices Act, 1964. The previous lists were published in the *Board of Trade Journal* on February 19 (pages 384-386) and April 16 (pages 830-834).

The Board of Trade made an Order on February 15 bringing into force with effect from April 30 those provisions of the Resale Prices Act (Sections 1 to 4) which restrict the practice of resale price maintenance in the United Kingdom.

It is now unlawful to seek to impose minimum resale price conditions or to notify to dealers prices stated or calculated to be understood as the minimum price which may be charged on the resale of the relevant goods in the United Kingdom, or to seek to maintain such prices by withholding supplies.

The provisions of Sections 1 to 4 do not apply in the case of goods of any description which enjoy exemption by reason of an appropriate notification made during the allotted three-month period which ended on November 15, 1964.

	Brussels Nomenclature
Arachis oil, maze oil and olive oil, for culinary or pharmaceutical use	15.07
Products for use in dentistry, the following:	
Creosotum; oil of cajupet, B.P.; oil of cassia, B.P.; benzalkonium chloride sterilising solution; iso-propyl-alcohol put up as a cleanser for air turbines; olive oil, inhibited, for use on dental machines	15.07
	29.08
	29.24
	33.01
	38.09
Mixtures of raspberry vinegar and olive oil	21.04
Artificial sweeteners	21.07
Menthol flats	29.05
Ethyl methyl ketone, acetic acid and ethyl acetate, put up as thinners for use with polyester drafting, scribing or stripping materials	29.13
	29.14
Hormones for inhibiting or promoting the growth of crops or plants	29.39
Oil of lavender, B.P.C.: oil of spike lavender, B.P.C.	33.01
De-fatters, de-scalers and detergents prepared for use on farms	34.02
Products for use in dentistry, the following:	
Adhesives; coating solutions; polishes; polishing solutions; separating media; solvents; cleaning pastes; prophylaxis pastes; stain-removers; ceramic firing-testers	34.05
	35.05
	35.06
	38.19
	39.06
Insecticides (other than for poultry or pigs); fungicides; nematocides; molluscicides; rodenticides; herbicides in aerosol form	38.11
Sensitisers for polyester drafting, scribing or stripping materials	38.19
Strips, sheets and discs of plastic material, prepared for use in dentistry	39.01
Enema syringes of rubber	40.12
Articles of rubber for use in dentistry, the following:	
X-ray aprons; bibs; shoulder capes; face masks; dams; anti-slip stands for mixing-vessels; chair mats; grips for X-ray film holders; mercury dispensers	40.13
	40.14
Carrying straps of leather for field-glasses; anti-slip pads for use therewith	40.14
	42.05
Bags, cases and other containers, of leather, composition leather, vulcanised fibre, artificial plastic sheeting, paperboard or textile fabric, the following:	
Cases for toy typewriters; carrying cases for tools, accessories and/or materials for use with polyester scribing film.	42.02
Appliances for use with polyester stripping film, being cutting or stripping tools, blades and handles therefor, keys and spacers	44.25
	73.40
	82.03
	82.10
Articles of wood for use in dentistry, being cabinets not designed to stand on the floor and mercury dispensers	44.27
	44.28
Paper and paperboard and articles thereof, for use in dentistry, the following:	
Pads for use in mixing dental materials; table covers; clinical sheets; bite trays; head-rest pad covers; X-ray film mounts	48.01
	48.03
	48.15
	48.21
Silk yarn and nylon yarn, put up for dental purposes and known as "dental floss"	50.04
	50.05
	50.07
	51.01
	51.03
	56.05
	56.06
Elastic hosiery, being leggings and thigh pieces	60.06
Textile articles for use in dentistry, the following:	
Bibs; napkins; shoulder capes; caps for use by patients when undergoing dental treatment; covers for dental furniture, machinery and equipment; straps for restraining patients under anaesthetic; face masks	61.11
	62.02
	62.05
	65.05
Women's and girls' footwear with uppers and outer soles of nylon	64.04
Scribing-point sharpeners	68.05
Abrasive materials and tools for use in dentistry, the following:	
Discs, plates and cones of any material coated with natural or artificial abrasive powder or grain; sticks and blocks for cleaning diamond drills	68.05
	68.06
Ceramic articles for use in dentistry, the following:	
Dome furnaces; firing platforms; trays for mixing porcelains; colour guides	69.03
	69.14
Unworked glass jackets for sodium lamps for use in photographic darkrooms	70.03
Medical or surgical nipple shields of glass	70.17
Glass covers for dental lathes	70.21
Tubes and tubing, gold-cased, for use in dentistry	71.08
Base metals for use in dentistry, the following:	
Sprue wires; welding rods	73.15
	74.03
	75.02
	81.04
Vaginal douches of enamelled iron	73.38
Articles of base metal for use in dentistry, the following:	
Amalgam measures and wells: mercury dispensers; instrument sterilisers and sterilising cassettes; annealing stands; cotton-wool holders and dispensers; atomiser inner-flow tubes; X-ray film holders, hangers, dispensers and mounts; cabinets for standing on tables, desks and the like; suspension bracket for drills; sprue cones; lily-cup dispensers; petroleum jelly dispensers; ear-pieces for use with face-masks	73.40
	74.19
	75.06
	76.16
	78.06
Centring pins, centring-pin extractors and filter drawers for use with photographic enlargers	73.40
	82.04
Paraffin cooking stoves; parts thereof classified under any heading of the Brussels Nomenclature	76.15
Mounting strips of aluminium for marine radio direction finding receivers	76.16
Hand tools, the following:	
Plier type saw-sets; engineers' scrapers; automatic chalkers for use in wood-working and lines therefor	82.03
	82.04
Accessories for photographic enlargers, the following:	
Vacuum pumps; ventilating units; blowers for pulsed xenon light sources	84.11
Syringes and sprayers for distributing and applying insecticides, fungicides, herbicides and nematocides	84.21
Accessories for tools for working in the hand, with self-contained electric motor, the following:	
Lathe attachments; attachments for sanding, jointing, polishing (including floor-polishing) or screw-driving; dust extractors	84.47
	84.48
	84.59
	84.63
	85.05
	85.06
Cabinets for units comprising radio and/or television receivers together with sound-reproduction equipment	85.15
Instruments and apparatus for use in photography or photographic processing, the following:	
Anti-flare attachments for light meters; thermometer regulators; densitometer illuminators; film illuminators; pulsed xenon light sources for use with enlargers	85.22
	90.25
	90.28
Medical, surgical and veterinary instruments and appliances, the following:	
Hypodermic needles; insufflators; other veterinary instruments.	90.17
Medical or surgical atomisers	90.18
Medical and surgical appliances, the following:	
Arm slings; suspensory bandages; trusses	90.19
Clinical thermometers	90.23
Pyrometers for use in dentistry	90.28
Stands for X-ray viewing lanterns	94.02
Filing cabinets, storage cabinets and trolleys for use in photographic laboratories or workshops	94.03
Colour film safelight filter screens of gelatine	95.08
Squeegees (other than roller Squeegees) for use in photographic processing.	96.02
Bridge scoring blocks; whist scoring cards	97.04

Interpretation

Where a heading of the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070) (commonly known as the Brussels Nomenclature) is specified in relation to any class of goods that class does not comprise goods which do not fall within the heading specified, having regard to the rules and notes for the interpretation of the Nomenclature, unless the contrary is stated.

The description of any goods in the first column of the List shall be taken to include cases, boxes and similar containers normally sold therewith if such containers (being imported with the goods) would fall within the heading of the Brussels Nomenclature specified.

Notes:

The purpose of these lists is to define the goods which will be excluded from the general ban on the maintenance of minimum resale prices, which comes into effect on April 30, until the Restrictive Practices Court has decided whether or not they are to

be exempted goods for the purposes of the Act. All goods covered by the descriptions in the lists – not only goods supplied by the firms who registered them – will be so excluded. The fact that any goods are included in a list does not mean that all those goods are subject to resale price maintenance; it only means that suppliers may maintain prices if they wish.

It is possible that the Registrar may have to issue a fourth list to include any registered goods found, in the light of information still being sought, not to be covered by classes already listed. Such goods would be of marginal interest only. If a fourth list is found to be necessary, the Registrar hopes that it will be issued by the end of May.

N.I. to produce new-type electronic components

CENTRALAB LTD., a recently established Anglo-American company, is to start production at Antrim, Northern Ireland, of electronic components of a type not before made in the United Kingdom. The announcement was made recently in both London and New York. These are integrated miniature electronic circuits for radio and television sets, tape recorders and computers.

Mr. J. B. Hodgson, general manager of Centralab, said that initially the market will be the United Kingdom but that it is hoped to expand into Europe and the Commonwealth.

Construction of an 18,000 sq. ft. factory at Antrim should be completed early next year. Meanwhile, production will start in a pilot plant employing initially 24 people. Employment in the Antrim factory is expected to increase to about 70 within three years. Provision has been made for considerable extensions to the factory as demand for the product increases, and this will also involve an increase in manpower.

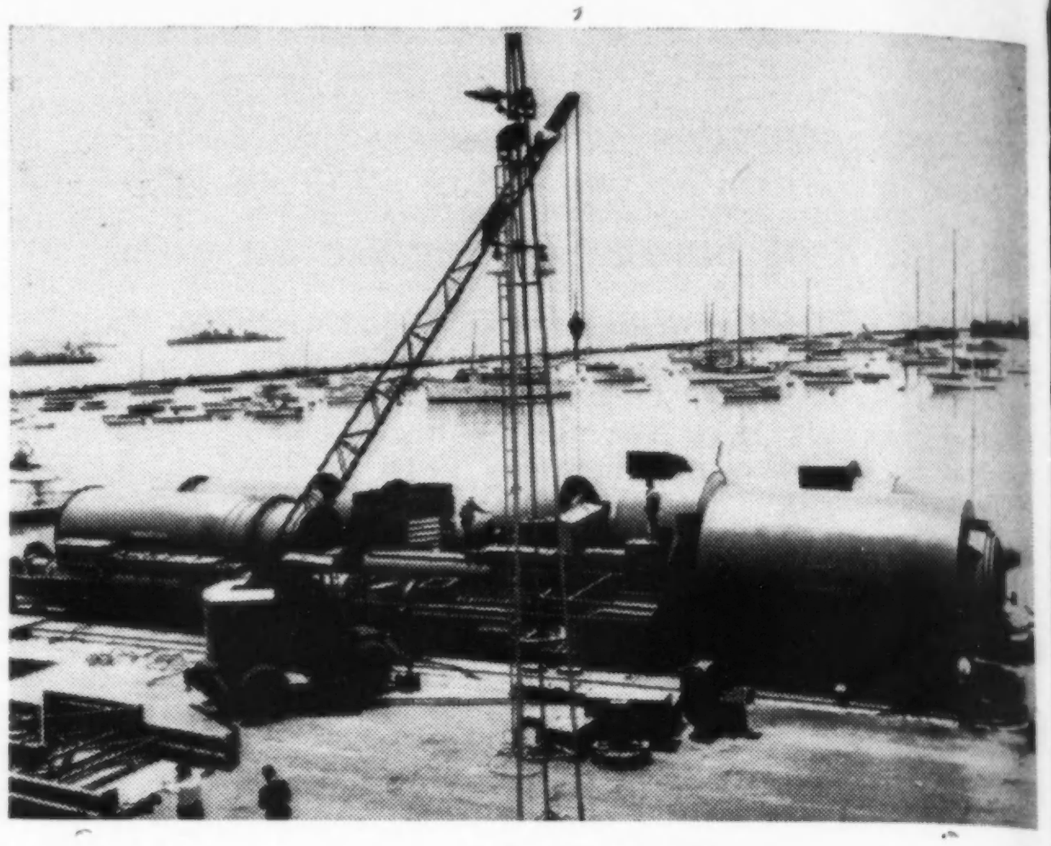
Centralab Ltd. is owned jointly by G-U Overseas, a subsidiary of Globe-Union Inc. of Milwaukee, Winconsin, and N.S.F. Ltd., a member of the Simms Group of Companies.

Gateshead factory to be extended further

JOBS FOR UP to another 200 Tynesiders will be provided by new extensions to Dunlop Hose Division's factory at Gateshead. In a recent announcement the firm stated that they are to install £280,000 worth of equipment in a new building, to be constructed at a cost of £250,000 by the Industrial Estates Management Corporation. About a month ago extensions were completed which gave employment to 150 workers at a cost of nearly £500,000 – again split between Dunlop and the Corporation.

Mr. P. A. Bridge, general manager of the Hose Division, in a statement, said: 'The Dunlop factory will be one of the largest on the Team Valley Estate. Work is expected to start this autumn and the factory is planned to be in full production by late 1966.' Nearly £1 million will have been spent by Dunlop on plant for the Team Valley factory since 1962. During that time the number of people on the pay-roll has grown from 550 to 800.

The 75,000 sq. ft. extensions will be built opposite the existing factory and devoted to the manufacture of high pressure wire braided hose (some with a bursting pressure of 40,000 lbs. per sq. in.) used to operate hydraulic systems in many forms of transport and throughout industry.



A British 'Jones' crane is seen here loading for export from Peru the components of a fish meal plant produced in the engineering workshops of Promecan Ingenieros SA, one of the leading designers and manufacturers of plant for the fish meal industry.

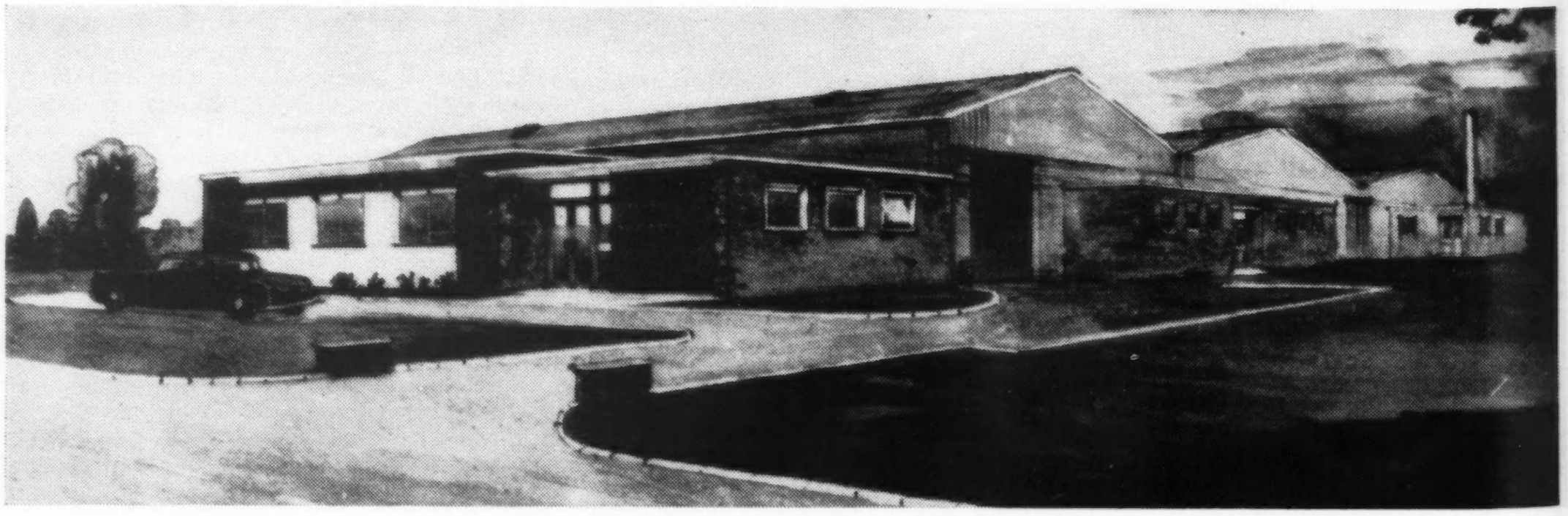
Fife County Council builds two advance factories

FIFE COUNTY COUNCIL have approved the construction of two 20,000 sq. ft. advance factories by the Council's own Works Department. The two factories will be built on the new 63-acre Cochrane industrial estate, only five miles from the Forth Road Bridge. Both units are capable of being doubled in size or divided to suit individual tenants.

'Cochrane will be developed as the County Council's own industrial estate,' said Mr. John McWilliam, County Convener. 'We should certainly see these factories tenanted within six months.'

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*



A 10,000 sq. ft. advance factory, Industrial Estates Management Corporation for Wales.

New Books

Techniques of Economic Forecasting. Organization for Economic Co-operation and Development (173 pages. Available from HM Stationery Office and Government bookshops, price 22s. 6d., by post 23s. 2d.). The preparation of short-term economic forecasts has become an increasingly important aspect of economic policy in the post-war period, and there has been considerable development and improvement in the proceedings and techniques used. Little has been published, however, about the procedures used in official economic forecasting, and this study of the methods used in six important countries – Canada, France, The Netherlands, Sweden, the United Kingdom, and the United States – constitutes an important contribution to the literature in this field, which will be of interest to all who are concerned to understand the formulation of economic policy. It results from a discussion among government economists arranged by the OECD, which considered the six accounts here published. They are preceded by a general survey of the procedures and problems of official short-term economic forecasting, by C. W. McMahon, summarizing the results of the discussion and including some personal conclusions on questions raised by the study.

The Metal Industries. Ministry of Labour Manpower Studies, No. 2 (98 pages. 4s. 6d., by post 5s. 1d., from HM Stationery Office and Government bookshops) is the second in a series of reports by the Ministry's Manpower Research Unit, designed to assist in the consideration of manpower policy and economic planning. It is based on the results of a special inquiry held during 1963 into occupational trends in the metal manufacturing and metal using industries, which collected from a sample of employers information about changes in the occupational structure of their labour force during the previous five years, and forecasts of changes which they expected to see in the next five years. Apart from a description of the scope and method of the inquiry, and a summary of results and conclusions, the bulk of this publication consists of reports on occupational trends in nine individual industries and sectors, including metal manufacture, mechanical and electrical engineering, radio and electronic apparatus, machine tools, shipbuilding and ship repairing, motor vehicles and aircraft, and other metal goods. For each of these, information is given on the main factors influencing the demand for labour, trends in the size of the labour force and in the employment of women, variations in the main categories of worker, long term trends, and the provision of training facilities.

Lectures in Market Research, by Max K. Adler (120 pages. Crosby Lockwood & Son, Ltd., 21s.). This book contains a revised and edited version of the notes Dr. Adler used for his lectures at the Regent Street Polytechnic over a number of years. In it he presents a framework of the subject within which the reader may develop an understanding and appreciation of the possibilities and limitations of market research. He has retained a 'telegraphic' style of writing, in which the text consists of numbered paragraphs and lists under various cross heads. The book covers the various sources of research information, and discusses the procedures of market research. Nine of the major survey methods are analysed – these include the telephone interview method, the panel, the mail survey, and the personal interview – and guidance is given on the particular difficulties and advantages of each. Another section of the book explains the value and the dangers of sampling. A bibliography is included.

New Thinking in Management, by F. de P. Hanika (110 pages. Hutchinson, 18s.) is a concise guide to recent developments in management thought and techniques. After taking a systems view of organization, illustrated by an application of systems analysis to business organizations, the book examines decision theory, information theory, simulation, programming and operational research, and heuristic methods from the analyst's standpoint as examples of development in management technology. The final section demonstrates new thinking in the practice of organization analysis, economic analysis, and operations analysis. A brief bibliography is included, and there are several diagrams in the text. The book was written with the support of the Administrative Staff College, Henley, and is issued as an Administrative Staff College publication.

Planning as a Tool of Management, by John Brodrick (16 pages. 3s. 6d. from Woolwich Polytechnic, Department of Economics and Management, Wellington Street, Woolwich, London, S.E.18.). In this paper the author discusses the setting of objectives as a part of planning, the benefits of an explicit forecasting system and the difficulties of planning in the distant future. Specialized company development planning is examined and suggestions are made for its improvement. Finally, the planning function of management is considered in the context of national economic planning.

British Atlas of Potato Varieties, (63s., by post 66s. 6d., from the Potato Marketing Board, 50 Hans Crescent, London, S.W.1), combines an authoritative guide to the characteristics of potato varieties grown commercially in Great Britain with coloured illustrations of a high standard. The volume should stimulate the export of seed potatoes by providing overseas growers with an objective appraisal of British grown varieties which are suitable for their particular growing conditions and consumer needs, and will also be of interest to the trade in this country.

Manual of Foreign Investment in Japan. It is regretted that the source of this publication was incorrectly stated in 'New Books' on April 23. It is available only from the Foreign Capital Research Society, c/o The Bank of Japan, Tokyo.

INVENTORY PROBLEMS?

FILL AMERICAN ORDERS DIRECT WITH TWA STARSTREAM CARGOJETS

Best remedy for shipping headaches yet! Direct TWA StarStream CargoJets* make expensive warehousing and its attendant danger of obsolescence things of the past. They help cut costs of insurance and packaging, pave the way for capital reinvestment. And when you're shipping from London, they can fill one day's orders on the next—in New York, Philadelphia, St. Louis, Los Angeles or San Francisco. Let TWA's all-cargo freighters jet you over the trouble spots in your distribution system. Save money while you make it—call your Freight Forwarder or TWA!

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

WEDNESDAY, APRIL 28

Assistance to EEC shipbuilding industries

Replying to a Member's question on the assistance which the European Economic Community Commission has proposed should be given to the Community's shipbuilding industries and if this would exceed that now available to the British industry, Mr. Roy Mason, Minister of State (Shipping), Board of Trade, said that the EEC Commission was proposing that as from 1967 all members should provide production subsidies to their shipbuilding industries to the extent of approximately 10 per cent of their current ship prices. There was no comparable assistance in this country.

Imports of non-fat milk

Asked if the President of the Board of Trade would prohibit the import of non-fat milk from Ireland and France, which was being sold at 5d. a gallon in powder form, much of which coming from non-tuberculin-tested cattle. Mr. Edward Redhead, Minister of State (Overseas), Board of Trade, said 'No. It would be contrary to our commercial policy to prohibit such imports. I am advised that because of the processes used in their production no risk to health can arise.'

THURSDAY, APRIL 29

Exports and imports of coal

Mr. Douglas Jay, President of the Board of Trade, was asked what had been the overseas earnings achieved by the sale of British coal during each of the past five years: and what measures were to be taken to help the National Coal Board to increase exports. In reply, Mr. E. C. Redhead, Minister of State (Overseas), said that exports of coal at fob prices (not including coke and briquettes) in each of the past five years were :

	£m.
1960	18·87
1961	20·16
1962	20·16
1963	34·17
1964	27·17

The comprehensive measures for encouraging exports already announced by the Government are available to the coal industry, and commercial officers overseas keep the Coal Board informed of any new opportunities for sales.

In reply to further questions on whether he had now replied to the aide mémoire from the European Coal and Steel Community regarding the 15 per cent import surcharge; and what were the terms of his reply, the Minister said the reply to the aide mémoire, which was handed to the High Authority's representative in London on April 22 explained that HM Government had concluded with the utmost reluctance that they were unable to agree to the High Authority's request that imports from the European Coal and Steel Community should be retrospectively exempted from the import surcharge for a period of 30 days.

Incentives for exporters

In reply to a question on what proposals the President had for further incentives for exporters, the Minister of State (Overseas) said that at present there was no addition to make to the new measures which were announced on April 8. The matter was being kept under review.

BoT/BNEC export study

The President was asked whether he would now make a statement on the study carried out by the British National Export Council and the Board of Trade on the feasibility of establishing a marketing organization for the purpose of promoting the exports of companies which either did not at present export at all or which exported only to a limited extent. In reply the Minister of State (Overseas) said that the market research necessary before decisions could be taken was currently being carried out on the West Coast of the United States, in British Columbia and in West Germany.

Prices of books and periodicals

Asked what action he proposed to take to keep down the price of books and technical periodicals, Mr. George Darling, Minister of State (Home), replied that the White Paper on Incomes Policy set out the considerations which should guide all concerned with prices. He saw no reason at present for any special action with regard to books and technical periodicals but the Board of Trade was in touch with the trade associations concerned in order to obtain further information about prices.

Temporary import charge

The President was asked what evidence he now had as to the extent to which the 15 per cent surcharge had reduced imports in the categories affected. In reply the Minister of State (Overseas) said the import figures for the first quarter of 1965 provided evidence that the temporary import charge had had some effect in reducing imports.

Visits by BoT officers

In reply to a questioner who asked how many officers of his department regularly visited firms: and what work they did, the Minister of State (Home) said: 'Some 260 officers regularly visit firms to assist them on exports, export credits and industrial location. A similar number visit firms in the enforcement of legislation for which the Board of Trade is responsible; and a further 500 visit ships, docks and warehouses on matters concerning the safety and welfare of vessels and ships' crews.

Trade with Hong Kong

Asked what discussions he had had with the Hong Kong Government with a view to reversing the decline in British exports to Hong Kong in 1964, the Minister of State (Overseas) said: 'None. United Kingdom exports to Hong Kong rose by £3 million to £55 million in 1964. Hong Kong is a free market and I hope that British exporters will seize the opportunities presented by the continued rise in Hong Kong prosperity.' Replying to a further question on what import quota of textile products had been agreed with Hong Kong for next year, he said that negotiations on arrangements for the period after 1965 with Hong Kong and many other countries which supplied us with cotton textiles had not yet begun.

RTA applications

The Minister of State (Home), in reply to a question on how many manufacturers had made applications to the Registrar of Restrictive Trade Agreements for the exemption of their products from the provisions of the Resale Prices Act; and for how many categories of products such exemption had been claimed, said that he understood from the Registrar that he received some 700 applications from various firms and trade associations and that these related to over 400 classes of goods.

Duty on phthalic anhydride

The President was asked what was the present rate of duty upon phthalic anhydride entering the country; what was the domestic quantity price in the United Kingdom as compared with the domestic quantity price in Germany; and what percentage of the total demand in the United Kingdom was being met by domestic producers. In reply the Minister of State (Overseas) said that the full rate of duty was 33⅓ per cent and he estimated that 90 per cent of demand was being met by domestic producers: He had no reliable information about prices fixed in private transactions either here or in Germany.

UK imports of manufactured goods

The Minister of State (Overseas) said he would not set up a departmental inquiry to determine the extent of the import of manufactured goods into the United Kingdom, and to inquire, where these goods could be equally well made in this country, into the reasons why these goods have not been so produced. He added that these matters were already the subject of detailed study by Departments. The Economic Development Committees on which both sides of industry and Government Departments were represented had been directed to give particular attention to these questions in relation to the particular industries with which they are concerned.

UK shipbuilding management

The President was asked whether he would take steps to inquire into the standards of management in the British shipbuilding industry, with particular reference to encouraging a greater measure of consultation between management and men on matters of common concern. In reply Mr. Roy Mason, Minister of State (Shipping) said that these matters clearly affected the costs and competitiveness of the industry and were therefore already within the terms of reference of the Shipbuilding Inquiry Committee which was set up last February.

International conferences in the UK

Asked whether he would call a conference of all the main organisations in this country concerned with the organization of or participation in international conferences, with a view to deciding what further action could be taken by HM Government to attract a greater number of such conferences to the United Kingdom, the Minister of State (Shipping), said he did not think this was practicable or necessary. There were 84 recognised international organizations holding conferences in this country this year. Among European countries, this total would, he understood, be exceeded only by France with 91.

Consumer Council and advertising

In reply to a questioner who asked what requests had been made to the Consumer Council regarding action on advertising; and what reply had been made to the Council's proposals for statutory control of advertising, the Minister of State (Home) said that his proposals for new merchandise marks legislation, which would materially strengthen the law against deceptive advertising, took account of the views which the Council had put to him. He had told them that he was not convinced that further statutory control of advertising was necessary.

Loans for Japanese shipping industry

The Minister of State (Shipping), in reply to a question on what official assurances he was given, during his visit to Japan, that the financing of the 1,500,000 tons of home orders annually for the Japanese shipbuilding industry contained no element of subsidy, thereby constituting unfair competition; and if he would make a statement, said that Japanese shipowners received loans on favourable terms for the purpose of encouraging the modernization and expansion of the Japanese merchant fleet. The orders so generated benefited the Japanese shipbuilding industry. The extent to which shipowners might be subsidised by the favourable terms of the loans was not discussed during his visit.

Government aid for shipbuilding

In reply to a questioner who asked whether, following his visit to Harland and Wolff in Belfast, he would make a statement on the Government's efforts to assist the shipbuilding industry to improve its efficiency and international competitive position, the Minister of State (Shipping), said that with the help of the new export credit facilities, the industry had recently taken a considerable volume of export orders against competition from overseas yards and activity in many yards was at a high level. As to the position in the longer term, the Government proposed to await the report of the Shipbuilding Inquiry Committee. In reply to a further question on how much money HM Government had invested, either directly or indirectly, in improving the efficiency and capital capacity of the British ship-building industry in each of the last five years, he replied that shipbuilding, along with other industries in development districts, was eligible for grants and loans under the local Employment Acts whose primary purpose was the provision of additional employment, although improvement in efficiency or capacity was normally expected. Assistance of this kind offered by the Board of Trade to shipbuilding firms in Great Britain in the last five years had been as follows:

£,000

1960/61	1961/62	1962/63	1963/64	1964/65	Total
135	—	1,249	1,518	2,139	5,086

In addition, the efficiency of the shipbuilding industry was indirectly assisted by grants from the former DSIR to the British Ship Research Association and to the Ship Division of the National Physical Laboratory which in the past five years had been as follows:

£'000

	1960/61	1961/62	1962/63	1963/64	1964/65	Total
National Physical Laboratory	195	217	219	243	300	1,174
British Ship Research Association	130	112	151	302	350*	1,045

* Estimated.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of these offices was given in the Board of Trade Journal *of April 16, page xiv.*

TUC and British film producers

Asked what reply had been made to the representations made to the President by the Trades Union Congress to help independent British film producers, the Minister of State (Shipping), said that the President had informed the TUC that he would be reluctant to embark on a fresh consideration of a third booking force until he had received the Monopolies Commission's report. He also said that the Board of Trade was at present engaged in considering the future role of the NFFC and that he would bear in mind the TUC's proposal that its activities should be extended.

Development of industry

Replies to questions concerning the development of industry and office development in Scotland, the North East, Merseyside and Devon and Cornwall are reported in Hansards.

FRIDAY, APRIL 30

Development in the North-east

The President was asked to state for the year ended March 31, the number of applications for building grants from firms in North-east development districts, the number approved, the estimated cost and employment to be provided, the number of applications rejected, the number still under consideration, the number of applications for plant and machinery grants from firms, the number approved, the estimated cost and employment provided, the number of applications rejected, and the number under consideration. In reply the Minister of State (Home), gave the following information:

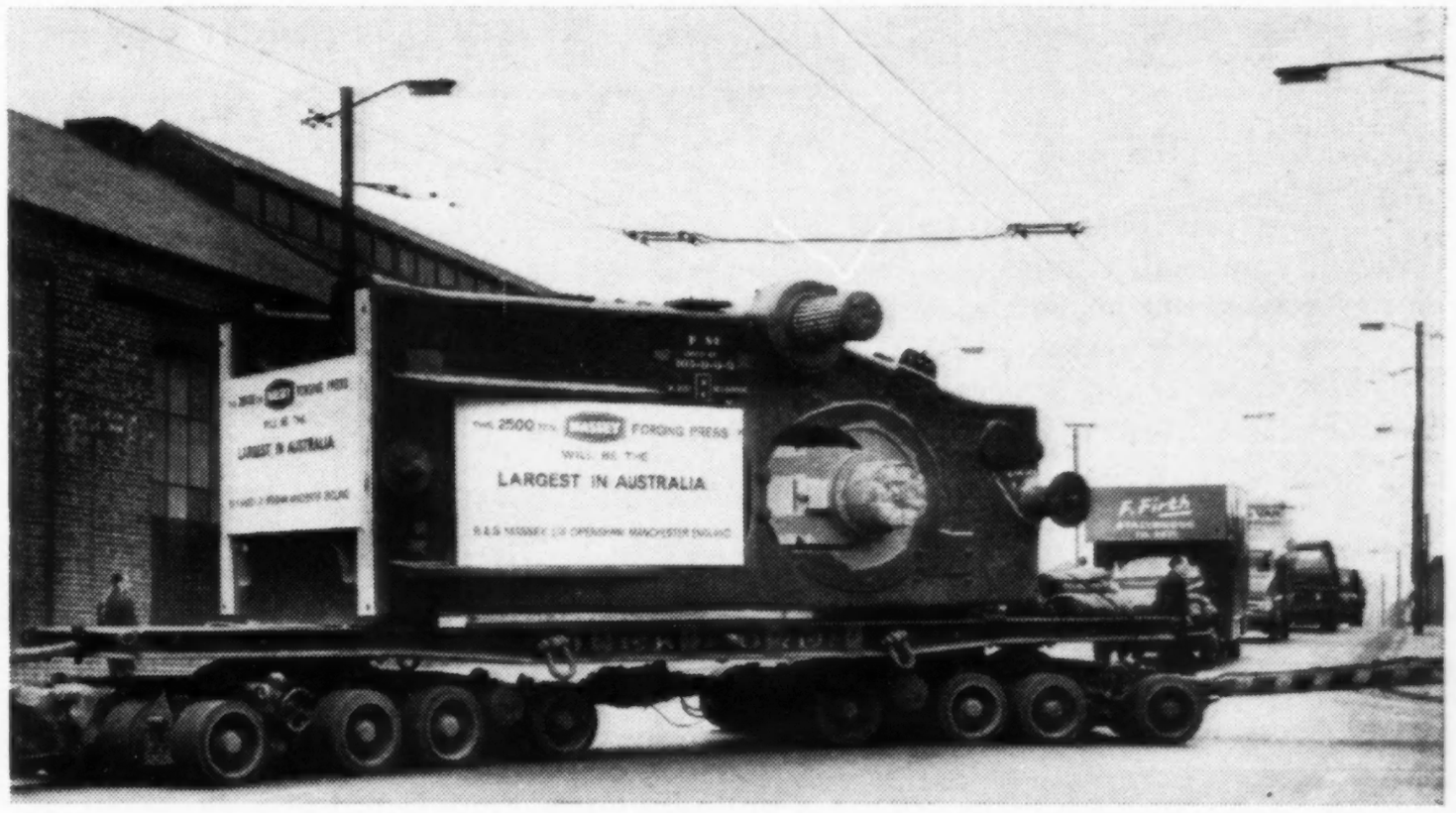
	Building grants	Plant and machinery grants
Applications received: Number	496	730
Grants offered: Number	194	365
Estimated cost	£3,537,046	£1,264,161
*Estimated additional employment	16,158	19,648
Applications rejected or witndrawn: Number	124	144
Applications under consideration at end of period: Number	178	221
of which approved in principle	132	109

*There is duplication between the additional employment estimated for building grants and plant and machinery grants in respect of projects for which both grants are applied for and offered.

In reply to a further question as to the number of loans and grants under section 4 of the Local Employment Act 1960 made to firms in development districts of the North-east, the number of applications rejected, the number still under consideration and the average payment by grant and loan for each job provided, he said: 'During the year ended March 31, 19 loans and 4 grants were offered under section 4 of the Local Employment Act 1960, in respect of projects in the area. Some 13 applications were rejected, and at the end of the period 48 applications were under consideration. The average cost per job, based on the additional employment estimated to arise from projects in these districts assisted under section 4 during this period is £967.'

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*



This Massey forging press in transit to Manchester docks weighs 170 tons and will be used for the mass production of forged components for the expanding Australian automobile industry. The press will be finally assembled on site at the Melbourne Plant of Australian National Industries Ltd., and together with auxiliary equipment, including a Massey 300-ton wide ram trimming and setting press, constitutes an export order in the region of £100,000.

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BRITISH OVERSEAS AIRWAYS CORPORATION

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	118	119	134	129	118	103	132	107	140	146	133	+152	+ 89	+29	+30
1964	124	128*	144	138	123	106	153	120	162	184	153	+484	+332	+44	+49
1963															
3rd quarter	117	120	137	131	119	104	138	106	141	164	141	— 2	— 12	— 7	— 6
4th quarter	122	124	138	132	120	105	1	109	149	168	144	+127	+ 61	+23	+41
1964															
1st quarter	123	127	141	136	123	105	147	115	154	176	152	+ 88	+ 79	+ 2	+ 4
2nd quarter	123	127	142	136	121	105	150	120	153	184	149	+153	+126	+ 5	+ 1
3rd quarter	124	127	145	139	123	106	154	120	167	188	153	+119	+ 77	+ 6	+13
4th quarter	127	131*	147	141	124	107	160	127	173	186	158	+124	+ 50	+31	+31
1964															
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132*	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands						3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	125*	125·7	+3·3	108·6	125·4	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	125·0	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·8	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	125*	127·6	+4·5	109·9	127·1	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter			128·8	+4·5	109·9*	128·3*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	
1964																
August	153	117	126·7	+4·7	108·6	125·7	149·4	314	+ 11	+10	239	—11	— 9	156	142	..
September	154	113	126·7	+4·4	109·1	126·2	149·8	315	+ 1	+11	239	Nil	— 7	152	132	..
October	156	119*	126·8	+4·1	110·0	126·3	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	161	127*	127·8	+4·6	110·3	127·2	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	125*	128·3	+4·8	109·4	127·6	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	163*	123*	128·7	+4·6	109·2*	128·1*	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	164*	122*	128·7	+4·5	110·1*	128·3*	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March			129·1	+4·4	110·3*	128·4*	154·2	341	— 15	—19	249	+20	+10	147	143	
April								313*	— 28*	—20	274	+25	+14			

† Not seasonally adjusted * Provisional

1965

United Kingdom trade in first quarter

(Provisional figures for United Kingdom trade in March were published in the Board of Trade Journal *of April 16 and 23; this quarterly article provides a more detailed analysis of trends.)*

Summary

THE STRONG RECOVERY in exports, which began in the autumn last year, has continued in the first quarter. Imports have fallen quite sharply compared with the last quarter of 1964, and the trade deficit was reduced by more than two-thirds, to £13 million a month. Allowing for invisibles, which on average are in significant surplus, the current account of the balance of payments may have been about in balance.

Trade balance

The quarterly figures for the trade balance tend to be irregular and, furthermore, the first quarter deficit may be affected by a delay in the arrival of imports resulting from the United States dock strikes. Nevertheless, there can be little doubt that the underlying trend in the deficit has been towards a significant reduction. The deficit in the first quarter was down to £13 million a month, compared with £43 million a month for the fourth quarter last year and £46 million a month for 1964 as a whole.

Exports

The trend of exports has been firmly upwards in the first quarter, continuing the recovery of late last year after the pause during the summer. In the first quarter the value of exports averaged £383 million a month (seasonally adjusted), compared with £377 million a month in the fourth quarter last year and £363 million in the third quarter. The rises since the third quarter last year of 4 per cent and 1½ per cent in successive quarters represent a strong recovery. They much more than offset the small decline in the middle of last year and leave the level in the first quarter this year some 4 per cent higher than a year earlier. The renewed growth in the last six months owes much to a recovery in exports to Western Europe, but a continued strong expansion to the sterling area has also played an important part. Many categories of goods have shown increases but the recovery has been particularly marked in exports of machinery and of transport equipment. Within the latter group, exports of aircraft and ships were particularly high in the first quarter.

Imports

Imports were significantly lower in the first quarter. They averaged £458 million, 4 per cent (or £20 million a month) less than in the fourth quarter. The low figure for the first quarter could overstate the underlying decline. It may owe a certain amount to the delay in arrivals caused by the United States dock strikes, which led to very low February figures which were probably not fully made good in March. Furthermore, about one-half of the decline in the first quarter was in food imports; these vary considerably in the short run and have now fallen by as much as 13 per cent (£20 million a month) since the third quarter last year. Nevertheless the trend of total imports has been firmly downwards since the closing months last year. Part of the fall has been in imports of goods subject to the temporary charge. Whilst the effects of the charge cannot be identified separately from other influences affecting the trend, there is no doubt that the charge has had some effect in reducing imports. Apart from the drop in arrivals from North America, much of the fall in imports has been from the sterling area. Imports from Western Europe have continued to rise despite some reductions in goods subject to the charge.

United Kingdom Trade

(Revised figures on the new valuation and coverage of visible trade)

TABLE 1(A)
TOTALS
Seasonally adjusted values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance*
1964	368	475	13	—46
1964 1st quarter	367	469	12	—42
2nd quarter	365	477	13	—48
3rd quarter	363	476	14	—52
4th quarter	377	478	13	—43
1964 October	365	472	12	—52
November	369	487	14	—56
December	396	476	13	—19
1965 January	369	465	14	—30
February	390	440	14	+11
March	388	469	13	—19
1964 4th quarter	377	478	13	—43
1965 1st quarter	383	458	13	—13

* Estimated.

TABLE 1(B)
Recorded values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 January	356·3	479·9	12·6
February	369·1	404·5	13·1
March	396·5	510·1	15·1

Area pattern of exports

Most world markets have taken more of our exports since the third quarter of last year. Much of the increase occurred between the third and fourth quarters, when exports to Western Europe began to recover, and the sterling area and both North and Latin America increased. In the first quarter of this year the increase continued, but less rapidly in total; whilst exports to the sterling area and Western Europe continued to rise, though with some changes for particular countries within these broad markets, exports to most other areas showed little change.

Sterling Area

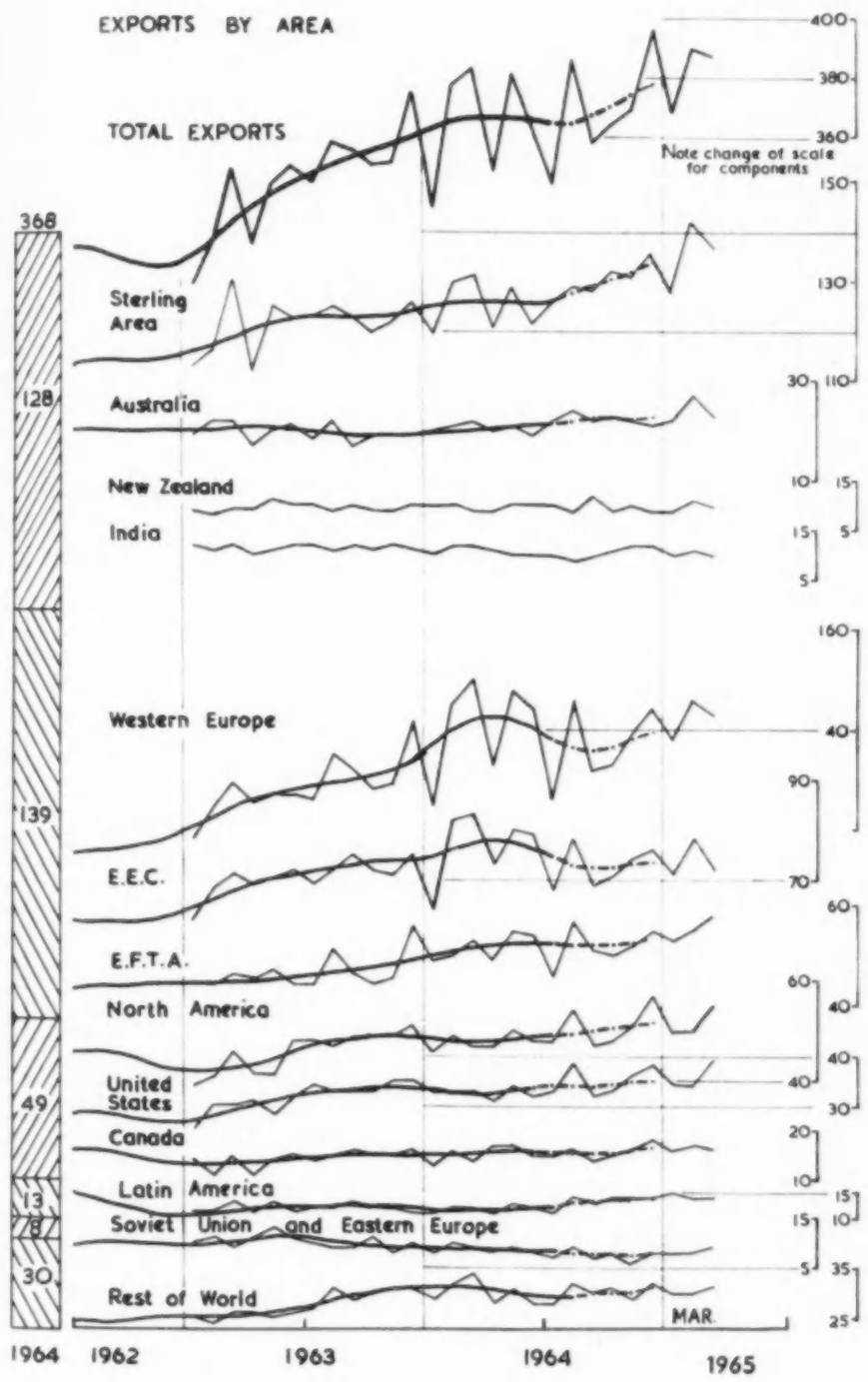
The strong expansion in exports to the sterling area during the second half of last year has continued in the first quarter this year. These exports had been generally rising since the beginning of 1963, though with some levelling off in the first half of last year. In the first quarter they increased by 3 per cent (£3 million a month) compared with the last quarter of 1964. About half of the rise was in exports to Australia, which increased by nearly 8 per cent between these two quarters. Exports to the Irish Republic continued to increase slowly and the value of trade to New Zealand recovered after falling by 4 per cent in the fourth quarter. Several other countries in the rest of the sterling area received more of our exports in the first quarter, with notable increases to Hong Kong and Pakistan; partly offsetting these rises, however, exports to India and to the Republic of South Africa fell from the high levels reached in the fourth quarter of last year.

Western Europe

Exports to Western Europe continued to expand in the first quarter, with an increase of 3 per cent (£4 million a month) over the fourth quarter of last year. They had recovered during the second half of last year, after falling in the middle of the year; the change of trend in exports to this important group of markets has

played an important part in the growth of total exports since last summer. In the latter months of last year most of the increase arose from some recovery in exports to Common Market countries, but in the first quarter of this year the growth has been almost entirely to EFTA countries. Exports to EFTA countries were some 6 per cent higher in the first quarter, whilst those to the Common Market showed little change in total after rising about 4 per cent between the third and fourth quarters of last year. Among EFTA countries, there were substantial increases in exports to Sweden, Portugal and Denmark in the latest period, with exports to other EFTA countries well maintained. Within the unchanged total of exports to the Common Market in the first quarter, there was some change of pattern with the values of deliveries to Belgium and Luxembourg higher, whilst exports to France fell back again. Exports to Italy showed little further fall and there was very little change in exports to Western Germany in the first quarter after a moderate recovery in the fourth quarter last year. Exports to the Netherlands dropped back a little. Exports to the remaining Western European countries also showed little further growth in the first quarter.

United Kingdom Exports: Areas



North America

Exports to North America, after showing further fairly fast growth in the second half of last year, remained at about the same level in the first quarter, with exports to the United States of America slightly higher and exports to Canada slightly down. The dock strike in the United States may have affected United Kingdom exports in the first quarter.

Latin America

Exports to Latin America continued to rise in the first quarter as they have done steadily since they began to recover early last year. They were 5 per cent (over £½ million a month) more than in the fourth quarter.

Soviet Union and Eastern Europe

Exports to the Soviet Union and Eastern Europe, which were falling throughout 1964, rose substantially in the first quarter and were 10 per cent (about £¾ million a month) more than in the fourth quarter.

TABLE 2

United Kingdom exports: Sterling area

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Sterling Area:			
Jamaica	5·4 (+16)	7·1 (+33)	5·4 (— 0)
Trinidad and Tobago	5·8 (— 1)	6·8 (+ 5)	5·6 (—13)
Australia	63·4 (+ 6)	66·4 (+14)	71·6 (+11)
Seasonally adjusted	*64*	*66*	*72*
New Zealand	28·9 (+ 3)	30·6 (— 1)	27·8 (— 5)
Seasonally adjusted	*30*	*29*	*30*
India	31·6 (— 7)	34·0 (— 8)	30·7 (—13)
Seasonally adjusted	*31*	*35*	*31*
Pakistan	10·5 (+ 7)	12·7 (+ 2)	13·8 (+20)
Ceylon	5·3 (— 2)	4·0 (—42)	5·1 (— 8)
Malaysia	20·5 (— 3)	22·8 (+ 1)	21·8 (— 1)
Hong Kong	14·1 (+ 5)	15·7 (+ 4)	17·5 (+16)
Ghana	7·6 (—19)	10·8 (+ 2)	7·8 (— 0)
Nigeria	17·0 (+ 6)	19·7 (+14)	18·7 (+ 1)
Zambia	(1)		3·1
Malawi	9·8 (— 4)	11·1 (+11)	0·7 (+17)
S. Rhodesia			7·9
Kenya	8·1 (+ 9)	8·7 (+ 9)	8·4 (+ 5)
Middle East	18·6 (— 5)	20·3 (+ 8)	17·9 (—11)
Irish Republic	40·6 (+12)	43·8 (+ 6)	42·1 (+ 3)
Seasonally adjusted	*41*	*42*	*43*
Republic of S. Africa	58·0 (+11)	62·6 (+20)	63·3 (+10)
Seasonally adjusted	*57*	*65*	*60*
Other	30·2 (+ 3)	34·3 (+ 3)	32·1 (+ 5)
Total Sterling Area	375·4 (+ 4)	411·6 (+ 7)	401·3 (+ 3)
Seasonally adjusted	*379*	*399*	*409*

(1) Separate figures not available prior to 1965.

TABLE A. Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
1964 1st quarter	127	21	10	11	140	76	51	47	33	14	12	9	32	367
2nd quarter	124	20	10	10	142	77	53	48	32	16	12	9	29	365
3rd quarter	128	23	10	10	135	71	51	50	35	15	12	8	30	363
4th quarter	133	22	10	12	138	74	52	52	35	16	14	7	31	377
1965 January	129	22	9	10	138	71	53	50	34	16	15	8	30	369
February	143	27	11	11	146	78	55	50	34	17	14	8	30	390
March	137	23	10	10	143	72	58	55	39	16	14	9	31	38
1964 4th quarter	133	22	10	12	138	74	52	52	35	16	14	7	31	3
1965 1st quarter	136	24	10	10	143	74	56	52	36	16	15	8	31	

Rest of the World

Exports to the rest of the world (other than Japan) did not change much in the first quarter after a small recovery in the second half of last year. Those to Japan, which fell in the fourth quarter last year, fell again in the first quarter.

Commodity pattern of exports

The two main features in the recovery of exports since last summer have been a recovery in machinery and strong growth in transport equipment (road vehicles, ships and aircraft all contributing). Exports of other manufactured goods have increased

United Kingdom exports: commodity classes

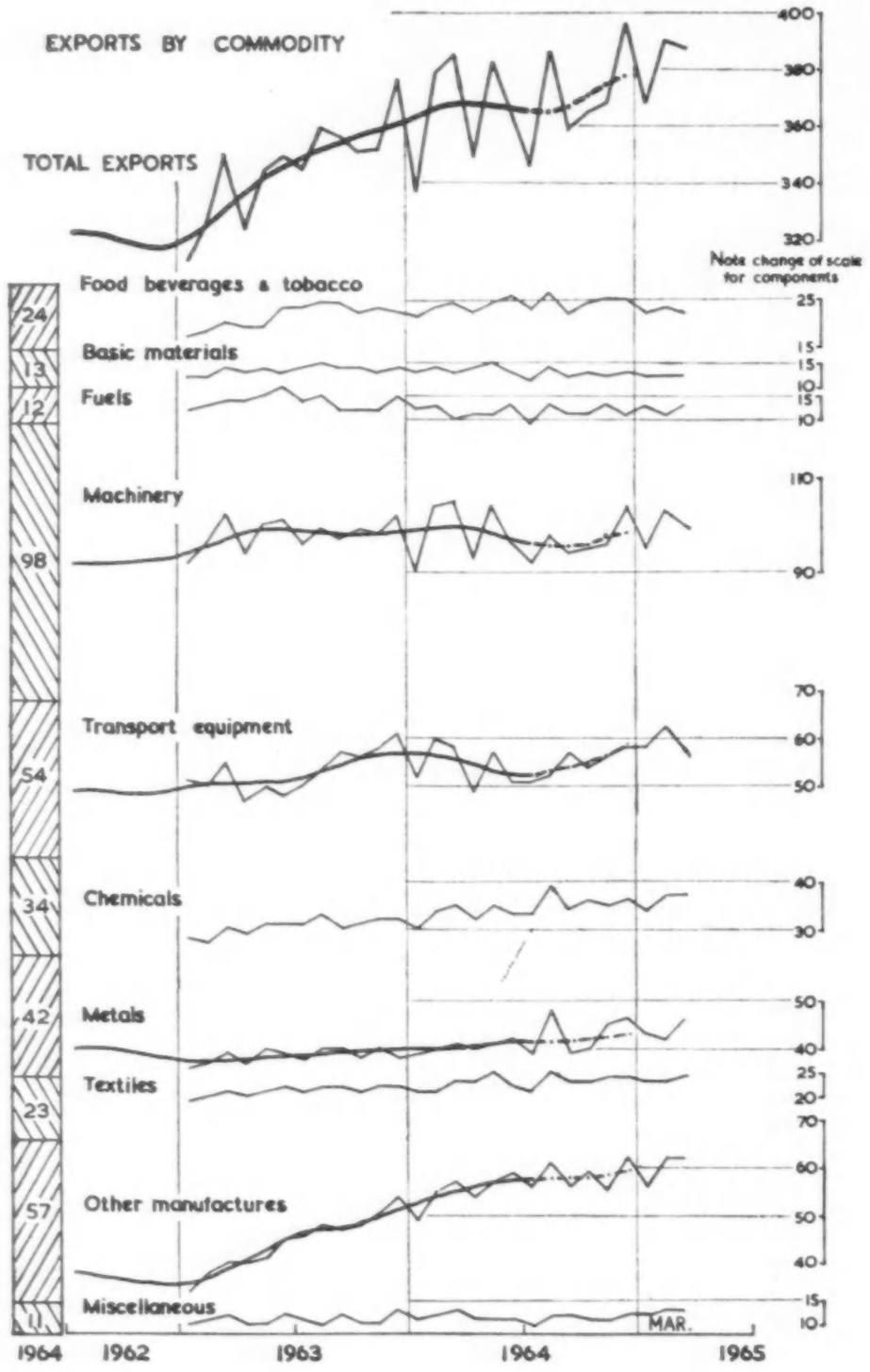


TABLE 2

United Kingdom exports: Non-Sterling area

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Non-Sterling Area:			
North America	144·3 (+ 7)	161·3 (+ 3)	138·8 (+ 6)
Seasonally adjusted	*146*	*156*	*156*
Canada	46·0 (+ 9)	49·8 (+ 5)	40·7 (+ 9)
Seasonally adjusted	*46*	*49*	*48*
United States & Deps.	98·3 (+ 6)	111·5 (+ 2)	98·1 (+ 4)
Seasonally adjusted	*100*	*106*	*107*
Western Europe	415·6 (+ 7)	420·1 (+ 2)	420·6 (— 2)
Seasonally adjusted	*417*	*415*	*428*
Free Trade Association including Finland	153·6 (+13)	161·7 (+ 6)	164·7 (+ 7)
Seasonally adjusted	*155*	*157*	*167*
Finland	16·0 (+21)	16·7 (+19)	15·9 (+10)
Sweden	48·0 (+18)	54·3 (+16)	53·9 (+14)
Seasonally adjusted	*49*	*51*	*55*
Norway	21·9 (+ 1)	20·5 (—30)	21·9 (—15)
Denmark & Greenland	29·1 (+12)	31·6 (+14)	33·9 (+15)
Switzerland & Leichstein	21·8 (+14)	21·6 (+14)	21·4 (+ 2)
Portugal, Azores and Maderia	9·2 (+16)	8·8 (+ 7)	10·3 (+14)
Austria	7·7 (+ 8)	8·0 (+17)	7·4 (— 8)
Economic Community	225·3 (+ 3)	222·7 (— 2)	218·7 (— 8)
Seasonally adjusted	*225*	*221*	*221*
Western Germany	54·4 (— 0)	58·5 (+12)	58·1 (+ 9)
Seasonally adjusted	*55*	*57*	*58*
Netherlands	49·5 (+16)	47·8 (+10)	47·2 (— 7)
Seasonally adjusted	*49*	*48*	*47*
Belgium & Luxembourg	40·4 (+18)	41·7 (+ 6)	42·2 (+ 3)
Seasonally adjusted	*41*	*40*	*42*
France	46·8 (+ 5)	47·5 (— 5)	44·9 (—11)
Seasonally adjusted	*46*	*48*	*45*
Italy	34·2 (—16)	27·2 (—34)	26·1 (—37)
Seasonally adjusted	*34*	*27*	*27*
Spain, Canary Islands and Spanish Ports in North Africa	18·6 (+ 8)	19·5 (+18)	20·5 (+ 1)
Other	18·0 (+ 0)	16·3 (— 3)	16·7 (— 7)
Soviet Union and Eastern Europe	25·5 (—17)	23·0 (—25)	24·7 (—15)
Seasonally adjusted	*25*	*22*	*24*
Soviet Union	9·6 (—30)	9·1 (—37)	9·3 (—19)
Other	15·8 (— 8)	13·8 (—15)	15·3 (—12)
Latin America	36·0 (+ 2)	42·5 (+15)	44·8 (+21)
Seasonally adjusted	*36*	*42*	*44*
Venezuela	5·5 (+15)	6·5 (+11)	6·4 (+20)
Argentina	6·2 (+ 4)	9·1 (+28)	7·6 (+21)
Other	24·4 (— 0)	26·9 (+12)	30·8 (+21)
Other Non-Sterling	90·8 (+ 6)	91·1 (— 6)	91·7 (— 7)
Seasonally adjusted	*91*	*92*	*92*
Middle East	46·3 (— 0)	44·8 (—13)	43·9 (—16)
Japan	15·1 (+24)	13·2 (—12)	12·4 (—20)
Seasonally adjusted	*15*	*14*	*13*
Other	29·4 (+ 8)	33·1 (+ 7)	35·4 (+15)
Total Non-Sterling	712·2 (+ 5)	737·9 (+ 1)	720·6 (— 1)
Seasonally adjusted	*715*	*727*	*743*

United Kingdom Exports: Commodity Classes

TABLE B. Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food Beverages and Tobacco	Basic Materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road Motor Vehicles	Other transport equipment						
1964 1st quarter	22	13	12	304	157	100	45	11	33	40	22	54	12	367
2nd quarter	23	14	12	305	150	98	44	9	33	41	23	57	11	365
3rd quarter	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 January	23	12	12	307	152	95	45	13	34	43	23	56	12	369
February	23	12	11	329	165	103	47	15	37	42	23	62	13	390
March	23	12	13	328	160	101	45	13	37	46	24	62	13	388
1964 4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383

while exports of semi-manufactures have also risen, with a substantial rise in chemicals. Exports of non-manufactures showed little change overall.

Engineering products

Exports of non-electric machinery showed little further increase in the first quarter after their marked recovery in the fourth quarter last year. There was a recovery in exports of aircraft engines in the first quarter, which had been falling during 1964; they are now 7 per cent more than a year ago, with increased shipments to the United States and France. The expansion in exports of mechanical handling equipment continues: in the first quarter they were 29 per cent more than a year earlier. There were smaller increases in exports of office machinery and in exports of internal combustion engines other than aircraft engines. Against these increases, however, exports of machine tools, which had not been growing so rapidly in 1964 as in 1963, fell in the first quarter and were nearly 4 per cent less than a year ago. There was a drop of about a third in the value of exports of tractors and parts compared with the same period a year earlier: those exports had fallen considerably in 1964 but most of the reduction occurred towards the end of the year. There was a reduction, too, in exports of textile machinery, which began to decline at the end of last year. Exports of construction and mining machinery fell a little in the first quarter; last year they had recovered from the steep decline at the end of 1963.

Exports of electric machinery, which had shown little further growth last year, went ahead by 4 per cent in the first quarter. There were higher exports of generators, motor convertors, transformers and rectifiers, which were 3 per cent more than in the corresponding period a year ago after a sharp decline throughout last year. Exports of switchgear, starting and controlling gear also recovered after having fallen substantially last year. Domestic electrical equipment continued the recovery begun at the end of 1964 with higher exports of washing machines, but reduced exports of refrigerators, compared with a year ago. Partly offsetting these increases were reductions in electric wires and cables and in telecommunication apparatus. There had been an increase in exports of electric wires and cables in 1964, most of it in the last half of the year. Telecommunications apparatus rose moderately last year but fell back in the first quarter.

Exports of road motor vehicles, after a sharp rise in the fourth quarter last year, fell a little in the first quarter. Exports of motor cars, which form a large part of this group, were 10 per cent less than a year ago, with reduced exports particularly to EEC, the United States and Australia, New Zealand and South Africa; exports to EFTA countries were well up. There was a sharp increase in exports of ships and boats in the first quarter and exports of aircraft were also higher; both these categories and especially ships, tend to be erratic.

Exports of professional and scientific instruments showed an increase in the first quarter, following their recovery in the previous quarter, and were 4 per cent more than in the corresponding period a year ago, a modest increase for this usually rapidly growing sector.

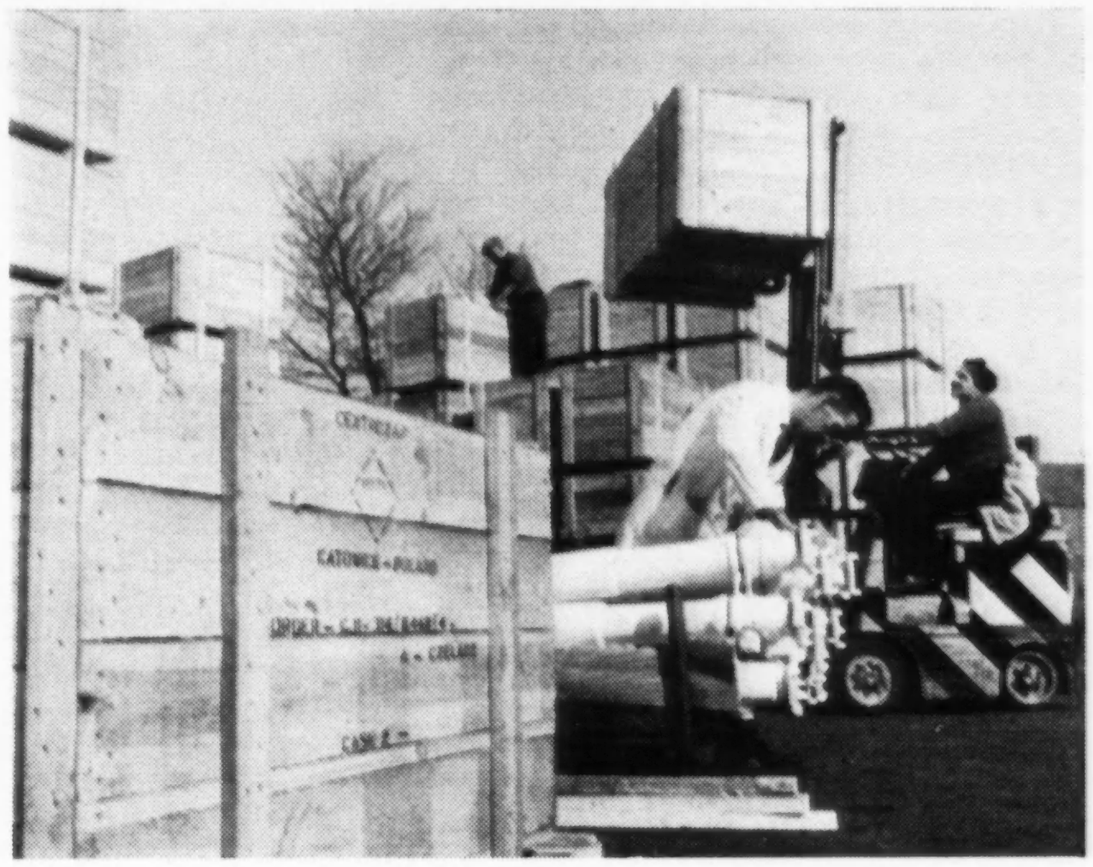
Chemicals

The growth of chemical exports continued in the first quarter, following the substantial increase over last year; in the first quarter they were 3 per cent more than in the fourth quarter last year and 6 per cent more than a year earlier. The rapid expansion in exports of plastic materials continues, and there were further increases in exports of medicinal and pharmaceutical products and in exports of chemical elements and compounds. Exports of essential oils etc., appear to have slipped back after the recovery in 1964 and exports of dyeing and tanning materials have fallen a little.

Other manufactures

There was a moderate fall in exports of textile manufactures in the first quarter, of 3 per cent, compared with the fourth quarter last year. There was continued expansion in exports of man-made fibre yarns and woven fabrics, though not apparently at the same high rate as in 1964, the increase on a year ago being 10 per cent. A large part of this increase was in exports of man-made fibres to Switzerland. The reductions were in exports of wool and cotton yarns and fabrics, both of which had increased in 1964.

There was a reduction of over a quarter in exports of wool tops (classified in Section 2 of the Overseas Trade Accounts of the United Kingdom) in the first quarter compared with a year ago.



Hydraulic pit props manufactured by Dowty Group Ltd., Cheltenham, being crated for export to Poland

TABLE 3

Engineering products

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Machinery and transport equipment	456·9 (+ 2)	455·3 (— 2)	474·7 (— 2)
Seasonally adjusted	*454*	*461*	*477*
Machinery other than electric	215·4 (+ 0)	211·8 (— 2)	218·0 (— 6)
Seasonally adjusted	*213*	*215*	*217*
Boilers, auxiliary plant and steam engines	6·1 (— 2)	7·2 (+ 4)	6·2 (— 1)
Aircraft engines, new	3·3 (—17)	2·7 (—36)	4·7 (+25)
Other internal combustion engines	21·2 (+ 7)	23·6 (+13)	24·5 (+ 7)
Tractors and parts	35·3 (+ 1)	28·7 (—17)	25·7 (—33)
Office machinery	9·7 (+ 2)	10·9 (+ 0)	11·2 (+ 3)
Machine Tools	11·4 (+ 3)	11·9 (— 6)	12·3 (— 4)
Textile machinery	16·1 (+ 3)	15·7 (— 7)	17·2 (— 7)
Construction and mining machinery	14·7 (+ 1)	14·7 (+15)	14·6 (— 3)
Mechanical handling equipment	8·0 (+ 4)	10·0 (+26)	10·4 (+29)
Electric machinery, apparatus and appliances	77·9 (— 1)	81·3 (— 2)	82·2 (+ 1)
Seasonally adjusted	*79*	*80*	*83*
Generators, motors, converters, transformers and rectifiers	10·5 (—11)	10·8 (— 2)	12·1 (+ 3)
Switchgears, starting and controlling gear, etc.	5·7 (— 2)	5·5 (—15)	6·7 (+ 2)
Electric wires and cables	8·4 (+ 6)	7·1 (—12)	7·1 (—14)
Telecommunications apparatus	20·4 (+ 7)	19·2 (—10)	20·0 (— 3)
Domestic electrical equipment	8·2 (— 3)	10·4 (+ 1)	8·4 (+ 2)
Road motor vehicles (1)	133·9 (+10)	136·7 (+ 4)	137·9 (— 4)
Seasonally adjusted	*131*	*140*	*137*
Cars and chassis	64·8 (+11)	62·2 (— 1)	62·2 (—10)
Commercial vehicles and chassis	30·9 (+ 4)	31·7 (+ 1)	31·7 (— 5)
Aircraft and parts	11·0 (—10)	10·4 (+ 5)	15·3 (+ 8)
Ships and boats	8·2 (—14)	5·3 (—61)	11·0 (+56)
Professional, scientific and controlling instruments, etc.	22·0 (+19)	22·7 (+14)	22·8 (+ 4)
Engineering products	478·8 (+ 3)	478·0 (— 1)	497·5 (— 2)

(1) Including tractor parts.

Exports of metals and metal manufactures rose by 2 per cent in the first quarter; they were 5 per cent up on the same period a year ago. Exports of iron and steel showed some increase and were 4 per cent more than in the first quarter of 1964. Exports of non-ferrous metals have increased over the last twelve months – (by over 10 per cent) – the increases being somewhat erratic during the period. There was a smaller increase over the same period in exports of other miscellaneous metal manufactures.

Exports of pottery and glass were somewhat reduced in the first quarter after rising throughout 1964, and there was a further reduction in exports of rubber manufactures after fairly steady increases prior to last year when they fell a little. Paper exports continued to increase at about the same rate as during 1964. After recovering in the second half of 1964, exports of clothing and footwear in the first quarter were, seasonally adjusted, about 5 per cent less than in the fourth quarter of last year. Exports of printed matter have been rising, being 6 per cent more in the first quarter than in the first quarter of 1964. Works of art, antiques etc. were over 40 per cent (about £½ million a month) higher than in the first quarter of 1964.

Other exports

Exports of food fell back further in the first quarter, in the main on account of a continued fall in exports of sugar. Exports of beverages and tobacco fell back from the high level of the previous quarter but were some 13 per cent above a year earlier. Exports of basic materials fell slightly. Exports of fuels rose further, following their recovery in the fourth quarter; in the first quarter they were 5 per cent more than in the fourth quarter, the increase being in exports of petroleum products.

TABLE 4

Other manufactures

£ million f.o.b. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Chemicals	101·7 (+13)	106·9 (+10)	107·2 (+ 6)
Seasonally adjusted	*102*	*106*	*109*
Chemical elements and compounds	25·9 (+15)	25·7 (+ 3)	27·2 (+ 3)
Dyeing, tanning and colouring materials	13·5 (+ 15)	13·8 (+9)	13·0 (— 1)
Medicinal and pharmaceutical products	14·5 (+11)	15·6 (+ 8)	16·0 (+ 7)
Essential oils, toilet, polishing and cleansing preparations	9·0 (+ 7)	9·5 (+12)	8·3 (— 7)
Plastic materials	18·2 (+17)	19·8 (+14)	19·9 (+12)
Manufactured goods, classified chiefly by material	279·5 (+ 7)	302·6 (+ 9)	289·3 (+ 5)
Seasonally adjusted	*282*	*292*	*293*
Rubber manufactures	12·0 (— 3)	12·5 (+ 2)	11·5 (— 7)
Paper	11·9 (+ 3)	12·6 (+ 1)	12·5 (+ 3)
Textile manufactures	67·7 (+ 9)	72·2 (+ 8)	68·5 (+ 1)
Seasonally adjusted	*68*	*71*	*69*
Wool yarns and woven fabrics	22·2 (+ 6)	22·7 (+ 3)	21·2 (— 2)
Cotton yarns and woven fabrics	10·9 (— 1)	11·4 (+ 7)	10·8 (— 2)
Man-made fibre yarns and woven fabrics	14·3 (+22)	15·6 (+22)	15·8 (+10)
Miscellaneous textile manufactures	20·3 (+ 9)	22·5 (+ 6)	20·7 (— 0)
Wool tops	10·1 (— 9)	8·2 (—15)	7·7 (—26)
Pottery and glass	10·1 (+15)	11·1 (+14)	10·0 (+ 4)
Metals	122·0 (+ 8)	134·0 (+10)	127·6 (+ 5)
Seasonally adjusted	*124*	*129*	*132*
Iron and steel	53·6 (+ 6)	57·1 (+ 9)	54·2 (+ 4)
Non-ferrous metals	33·3 (+10)	38·6 (+14)	36·2 (+10)
Miscellaneous metal manufactures	35·2 (+ 9)	38·3 (+ 8)	37·2 (+ 3)
Miscellaneous manufactured articles	76·6 (+14)	86·0 (+10)	79·9 (+ 8)
Seasonally adjusted	*77*	*82*	*85*
Clothing and footwear	13·6 (+10)	17·1 (+12)	14·0 (+ 6)
Printed matter	11·1 (+ 9)	13·1 (+10)	11·4 (+ 6)

TABLE 5

Other exports

£ million f.o.b. quarters or quarterly averages
(*percentage changes on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Food and live animals	39·3 (+15)	41·3 (+ 8)	35·4 (—11)
Seasonally adjusted	*40*	*38*	*36*
Cereals and cereal preparations	4·5 (—24)	5·3 (+ 9)	5·2 (+ 9)
Sugar and sugar preparations	11·6 (+24)	8·7 (—17)	6·9 (—33)
Beverages and tobacco	27·7 (+ 4)	40·6 (+15)	26·3 (+ 7)
Seasonally adjusted	*29*	*36*	*32*
Whisky	20·2 (+ 6)	31·7 (+15)	18·5 (+ 5)
Crude materials (including wool tops) and animal and vegetable oils and fats	40·3 (+ 1)	37·6 (— 8)	37·6 (—12)
Seasonally adjusted	*40*	*38*	*37*
Mineral fuels, lubricants and related materials	34·1 (—17)	36·5 (—11)	36·9 (+ 0)
Seasonally adjusted	*35*	*35*	*36*
Coal, coke and briquettes	9·6 (—15)	8·3 (—42)	7·3 (—37)
Petroleum products	21·6 (—12)	25·4 (+ 6)	27·0 (+24)

Commodity pattern of imports

The main trends in the first quarter were a further sharp fall in the food, drink and tobacco category and some fall in goods subject to the temporary import charge (both semi and finished manufactures). There was also a moderate reduction in imports of basic materials but it is not clear where this marks a change of trend. Fuel imports continued to rise.

Food, beverages and tobacco

Imports of food, drink and tobacco, after falling nearly 6 per cent between the third and fourth quarters last year were down a further 8 per cent (£12 million a month) in the first quarter. They contributed significantly to the decline in total imports in the first quarter. Only a small proportion of the latest decline appears to be attributable to the delays in shipments arising from the American dock strikes. Imports of food were 7 per cent (£9 million a month) less than in the fourth quarter. There were reductions in all the main groups of commodities, except that of cereals and feeding stuffs, in which there was little change. There was a substantial reduction in imports of meat and meat preparations, which had however, risen rapidly during the second half of last year with higher quantities and higher prices. Imports of dairy produce and eggs were also reduced in the first quarter from the peak rate in the fourth quarter of last year; they are still at a high rate. There was a further decline in fruit and vegetables, imports of which had fluctuated throughout 1964. Imports of fish were nearly a quarter less than in the first quarter last year when there were large imports of canned salmon from Japan. The value of imports of sugar had been falling since the first quarter of 1964 (both lower price and smaller quantities contributing) after the exceptional rise in the previous year, and this trend continued in the first quarter of this year. There were also reduced imports of tea and coffee. Imports of beverages were further reduced, by over a quarter (about £1 million a month), and are now well below the high levels in the middle of last year; part of this decline may be attributable to the import charge which applied to this category of goods. Tobacco imports, which vary considerably from quarter to quarter, were down by 22 per cent (nearly £2 million a month) but the United States dock strikes may have been a factor behind the very low February figure.

Industrial materials

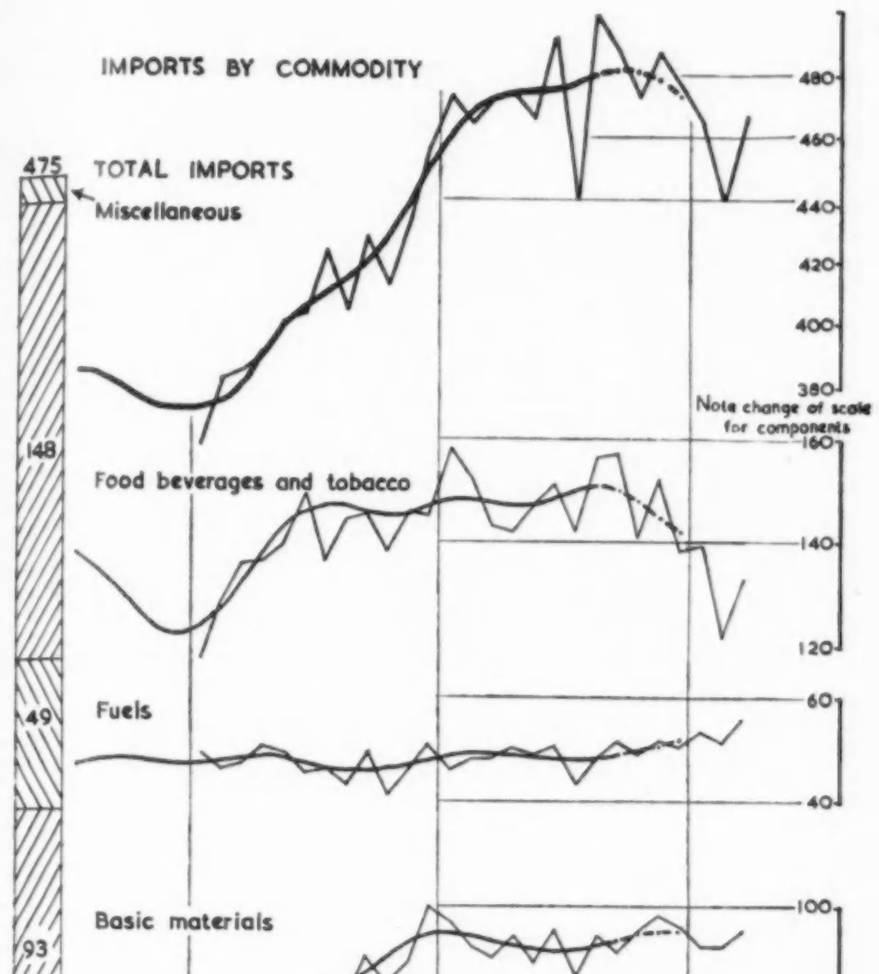
In the first quarter imports of industrial materials (i.e. basic materials and semi-manufactures) were 4 per cent (£9 million a month) lower than in the fourth quarter. The main reduction was in semi-manufactures.

Imports of basic materials fell a little in the first quarter though it is not clear at this stage whether this marks a change in trend. There were some divergent movements amongst the various categories comprising the group. There was a further increase in imports of timber, bringing them to 23 per cent above a year earlier and nearly double the figure of two years ago. Textile fibres other than

wool recovered in the first quarter after declining in the second half of last year. Imports of wool, which fell sharply during last year, showed little further change in the first quarter (they were nearly a third less than a year earlier). Amongst other crude materials, imports of which fell moderately, were iron ore and crude fertilizers, while there was not much change in imports of crude rubber.

Imports of semi-manufactures, most of which are subject to the temporary charge, were 6 per cent (£7 million a month) less than in the fourth quarter of last year. Chemicals were 7 per cent (£1½ million a month) less. Other semi-manufactures were 5 per cent (£5 million a month) less, reduced imports of iron and steel manufactures (both in quantity and in value, and mainly plates and sheets) accounting for a large part of this decrease. The other reductions were mainly in imports of cotton yarns and fabrics, mostly due to lower imports of unbleached cloth from India, and in imports of newsprint, paper and board. Partly offsetting these reductions were increases in imports of certain other partly processed goods, including continued higher imports of some non-ferrous metals (including copper, silver and platinum), which are not subject to the charge, and of wood and cork manufactures.

Imports: commodity classes



Fuels

Fuel imports continued to increase in the first quarter and were 5 per cent (nearly £3 million a month) higher than in the fourth quarter of last year.

Finished manufactures

There was a substantial reduction of 7 per cent (£5 million a month) in imports of finished manufactures in the first quarter compared with the last quarter of 1964. This comparison, however, may overstate the decline since the United States is an important source of these imports and the dock strikes could have delayed arrivals in the first quarter. Most finished manufactures are subject to the temporary import charge. The reductions in the first quarter were spread over both capital and consumer goods. Among capital goods, imports of machinery were 6 per cent (£2 million a month) less than in the fourth quarter last year with reductions in both electric and non-electric machinery, but this category may have been particularly affected by the United States dock strikes and it is uncertain whether, but for this, there would have been a fall. There were lower imports of ships and boats and of aircraft – the movement of these tends to be erratic. There was no change in the first quarter in imports of scientific instruments. Reductions in imports of consumer goods were fairly widespread. They included a sizeable decrease in imports of cars and motor cycles,

(*Text continued on page* 1016)

TABLE 6

Food, beverages and tobacco

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Food and live animals	410·7 (+ 9)	392·4 (— 0)	390·4 (—11)
Seasonally adjusted	*411*	*394*	*367*
Live animals	15·0 (+15)	13·5 (+18)	13·6 (—22)
Meat and meat preparations	92·7 (+19)	90·7 (+14)	91·8 (+ 3)
Seasonally adjusted	*92*	*94*	*88*
Beef and veal	20·4 (+27)	24·4 (+47)	15·6 (+ 3)
Th. tons	83 (— 6)	95 (+ 5)	58 (—17)
Mutton and lamb	19·3 (+16)	12·9 (+ 2)	27·8 (+18)
Th. tons	94 (+ 1)	59 (—10)	120 (— 1)
Bacon	27·8 (+16)	28·6 (+ 2)	25·8 (— 4)
Th. tons	98 (+ 0)	98 (+ 5)	96 (+ 6)
Dairy products and eggs	51·0 (+13)	61·3 (+20)	61·8 (+11)
Seasonally adjusted	*52*	*59*	*54*
Butter	37·6 (+15)	44·9 (+20)	44·8 (+ 5)
Th. tons	112 (+10)	130 (+17)	128 (— 1)
Fish and fish preparations	16·2 (+33)	18·6 (+35)	15·7 (—23)
Raw sugars	38·4 (+ 0)	15·9 (—60)	19·8 (—63)
Th. tons	578 (— 7)	480 (— 2)	422 (—34)
Cocoa beans	4·8 (— 4)	0·5 (—90)	2·9 (—53)
Th. tons	25 (—14)	3 (—89)	16 (—47)
Tea and mate	23·9 (—10)	37·7 (+10)	28·8 (+ 4)
Th. tons	56 (— 7)	73 (+ 3)	68 (+ 8)
Cereals and feeding stuff for animals	72·0 (+ 8)	70·7 (— 9)	72·9 (— 4)
Seasonally adjusted	*72*	*70*	*71*
Fruit and vegetables	72·9 (— 1)	65·1 (+ 5)	68·1 (— 2)
Seasonally adjusted	*71*	*73*	*69*
Beverages and tobacco	32·6 (+ 0)	51·1 (— 4)	18·2 (—31)
Seasonally adjusted	*38*	*36*	*28*
Beverages	14·2 (+18)	15·0 (+ 1)	8·2 (—25)
Tobacco and tobacco manufactures	18·3 (—10)	36·1 (— 6)	10·0 (—34)
Seasonally adjusted	*23*	*23*	*18*

Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly average or calendar months

TABLE (C)

	Food beverages and tobacco	Fuels	Industrial Materials: Total	Basic Materials	Chemicals	Other semi-manufactures	Finished manufactures	Miscellaneous	Total
1964 1st quarter	151	48	197	93	20	85	68	4	469
2nd quarter	147	50	206	94	21	90	71	4	477
3rd quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1965 January	139	52	195	92	20	83	67	8	465
February	122	51	199	92	17	89	60	6	440
March	134	56	205	95	21	89	68	5	469
1964 4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458

Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section and Division	Imports			United Kingdom exports		
	Jan.-Sept. 1964	4th qtr. 1964	1st qtr. 1965	Jan.-Sept. 1964	4th qtr. 1964	1st qtr. 1965
0. Food and Live Animals . . . . . Total	410·7	392·4	390·4	39·3	41·3	35·4
00 Live animals	15·0	13·5	13·6	7·9	8·7	7·0
01 Meat and meat preparations	92·7	90·7	91·8	3·0	2·0	1·9
02 Dairy products and eggs	51·0	61·3	61·8	2·2	2·0	2·0
03 Fish and fish preparations	16·2	18·6	15·7	1·9	2·6	2·6
04 Cereals and cereal preparations	55·9	51·4	52·6	4·5	5·3	5·2
05 Fruit and vegetables	72·9	65·1	68·1	2·1	4·0	2·8
06 Sugar, sugar preparations and honey . . .	42·1	17·9	22·1	11·6	8·7	6·9
07 Coffee, cocoa and preparations, tea and spices . .	40·8	46·4	37·9	2·7	4·1	3·1
08 Feeding stuff for animals	16·1	19·3	20·2	0·9	1·1	1·3
09 Miscellaneous food preparations	7·9	8·3	6·5	2·5	2·7	2·6
1. Beverages and Tobacco . . . . . Total	32·6	51·1	18·2	27·7	40·6	26·3
11 Beverages	14·2	15·0	8·2	23·7	35·9	21·6
12 Tobacco	18·3	36·1	10·0	4·1	4·7	4·7
2. Crude Materials, Inedible . . . . . Total	263·5	275·1	258·6	39·0	35·7	36·3
21 Hides, skins and fur skins, undressed . . .	14·3	14·3	17·3	1·3	1·1	1·4
22 Oil seeds, oil nuts and oil kernels	11·0	14·6	11·1	0·0	0·1	0·1
23 Crude rubber (including synthetic and reclaimed) .	12·3	13·5	13·0	2·3	2·7	2·7
24 Wood, lumber and cork	52·6	60·4	43·1	0·1	0·1	0·2
25 Pulp and waste paper	33·3	37·5	37·3	0·5	0·5	0·5
26 Textile fibres, not manufactured and their waste .	72·6	59·5	67·6	25·4	21·9	21·9
27 Crude fertilizers and minerals	11·1	11·7	11·0	4·6	5·1	4·5
28 Metalliferous ores and metal scrap	44·7	50·9	45·3	3·9	2·8	3·6
29 Crude animal and vegetable materials . . .	11·5	12·8	12·9	0·9	1·3	1·4
3. Mineral Fuels, Lubricants, etc. . . . . Total	146·1	146·6	165·0	34·1	36·5	36·9
33 Petroleum and petroleum products	145·7	146·0	162·2	24·3	28·0	29·6
Coal, coke, gas and electric energy	0·4	0·6	2·8	9·7	8·6	7·4
4. Animal and Vegetable Oils and Fats . . . Total	12·8	15·1	16·6	1·3	1·8	1·4
5. Chemicals . . . . . Total	62·8	63·9	62·3	101·7	106·9	107·2
51 Chemical elements and compounds	24·6	25·8	24·0	25·9	25·7	27·2
53 Dyeing, tanning and colouring materials . . .	4·0	3·5	3·8	13·5	13·8	13·0
54 Medical and pharmaceutical products . . .	1·8	1·7	2·2	14·5	15·6	16·0
55 Essential oils and perfume materials . . .	3·7	3·4	4·0	9·0	9·5	8·3
56 Fertilizers, manufactured	4·8	4·5	5·7	1·4	1·6	2·7
58 Plastic materials and artificial resins . . .	13·6	13·6	11·8	18·2	19·8	19·9
All other chemical materials and products . .	10·3	11·5	10·7	19·1	20·8	19·9
6. Manufactured Goods Classified Chiefly by Material . Total	264·8	278·5	264·0	279·5	302·6	289·3
61 Leather, leather manufactures and dressed furs . .	7·6	6·8	6·0	7·3	7·7	7·2
62 Rubber manufactures, n.e.s.	2·9	3·2	2·8	12·0	12·5	11·5
63 Wood and cork manufactures (excluding furniture) .	16·1	17·3	17·9	1·4	1·4	1·4
64 Paper, paperboard and manufactures thereof . .	33·5	32·1	28·0	11·9	12·6	12·5
65 Textile yarn, fabrics and articles	44·8	42·5	38·1	67·7	72·2	68·5
66 Non-metallic mineral manufactures	45·5	45·8	52·8	57·2	62·2	60·5
67 Iron and steel	28·4	21·1	18·5	53·6	57·1	54·2
68 Non-ferrous metals	76·4	99·3	89·7	33·3	38·6	36·2
69 Manufactures of metal, n.e.s.	9·7	10·4	10·3	35·2	38·3	37·2
7. Machinery and Transport Equipment . . . Total	135·4	138·8	131·3	456·9	455·3	474·7
71 Machinery other than electric	83·0	87·6	83·2	215·4	211·8	218·0
72 Electrical machinery, apparatus and appliances .	29·2	30·4	29·0	77·9	81·3	82·2
73 Transport equipment	23·3	20·8	19·2	163·5	162·3	174·6
8. Miscellaneous Manufactured Articles . . . Total	74·8	68·6	66·0	76·6	86·0	79·9
81 Sanitary, plumbing, heating and lighting fixtures and fittings	1·5	1·5	1·3	2·7	3·1	3·3
82 Furniture	2·1	2·1	2·0	3·1	3·4	3·1
83 Travel goods, handbags and similar articles . .	1·0	1·0	0·9	0·7	0·8	0·7
84 Clothing	19·2	15·8	15·4	10·3	12·7	10·7
85 Footwear	6·5	4·0	6·0	3·3	4·3	3·3
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	16·6	16·3	16·3	22·0	22·7	22·8
89 Miscellaneous manufactured articles, n.e.s. . .	27·9	27·9	24·3	34·5	39·0	36·1
5-8 Manufactured Goods . . . . . Total	537·8	549·9	523·7	914·7	950·9	951·1
9. Commodities and Transactions not Classified according to Kind . . . . . Total	12·1	24·5	22·1	31·6	42·5	34·5
TOTAL ALL SECTIONS	1,415·6	1,454·8	1,394·6	1,087·6	1,149·5	1,121·9

TABLE 7

Materials and fuels

£ million c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan-Sept. 1964	4th quarter 1964	1st quarter 1965
Crude materials	263·5 (+16)	275·1 (+ 5)	258·6 (— 2)
Seasonally adjusted	*265*	*270*	*260*
Oil seeds, oil nuts and oil kernels	11·0 (—12)	14·6 (— 0)	11·1 (+ 2)
Seasonally adjusted	*11*	*14*	*11*
Wood, lumber and cork	52·6 (+32)	60·4 (+18)	43·1 (+237)
Seasonally adjusted	*54*	*56*	*65*
Sawn softwood	40·3 (+36)	45·7 (+17)	31·4 (+25)
Th. standards	489 (+26)	537 (+ 6)	365 (+16)
Woodpulp	33·3 (+19)	37·5 (+20)	37·3 (+ 9)
Th. tons	728 (+13)	807 (+13)	807 (+ 7)
Wool and other animal hair and tops	42·5 (+12)	33·5 (—27)	38·5 (—29)
Seasonally adjusted	*41*	*35*	*34*
Raw wool	38·6 (+16)	29·9 (—25)	34·7 (—30)
Th. tons	68 (— 3)	52 (—29)	71 (—18)
Raw cotton	15·6 (+23)	10·6 (—27)	13·8 (—24)
Th. tons	65 (+20)	44 (—30)	57 (—28)
Metalliferous ores and scrap	44·7 (+26)	50·9 (+35)	45·3 (+14)
Iron ore	20·5 (+34)	21·6 (+12)	18·7 (+ 2)
Th. tons	4,600 (+36)	4,820 (+15)	4,355 (+ 4)
Hides and skins	14·3 (+ 1)	14·3 (—12)	17·3 (—11)
Crude rubber	12·3 (— 9)	13·5 (+11)	13·0 (— 0)
Animal and vegetable oils and fats	12·8 (+16)	15·1 (+42)	16·6 (+61)
Seasonally adjusted	*13*	*18*	*20*
Chemicals	62·8 (+26)	63·9 (+13)	62·3 (— 0)
Seasonally adjusted	*63*	*63*	*58*
Manufactured goods classified chiefly by material	264·8 (+32)	278·5 (+24)	264·0 (+ 3)
Seasonally adjusted	*266*	*275*	*261*
Wood manufactures	16·1 (+25)	17·3 (+24)	17·9 (+18)
Newsprint paper and board	33·5 (+20)	32·1 (+ 5)	28·0 (—14)
Cotton yarns and fabrics	19·0 (+28)	15·7 (— 5)	13·6 (—26)
Other textile manufactures	25·9 (+27)	26·8 (+19)	24·4 (— 1)
Iron and steel	28·4 (+64)	21·1 (— 9)	18·5 (—46)
Th. tons	602 (+66)	358 (—31)	291 (—62)
Non-ferrous metals	76·4 (+33)	99·3 (+60)	89·7 (+27)
Copper	32·0 (+10)	38·6 (+32)	43·3 (+38)
Th. tons.	131 (+ 5)	138 (+12)	147 (+11)
Aluminium	17·3 (+25)	19·2 (+34)	17·3 (+ 0)
Total industrial materials (1)	603·9 (+23)	632·7 (+14)	601·5 (+ 1)
Seasonally adjusted	*607*	*626*	*599*
Mineral fuels, lubricants and related materials	146·1 (+ 2)	146·6 (+16)	165·0 (+14)
Crude petroleum	101·3 (+ 4)	105·7 (+23)	110·8 (+13)
Th. tons	14,635 (+ 7)	15,451 (+24)	16,503 (+19)
Petroleum products	42·9 (— 0)	38·9 (+ 1)	49·8 (+10)
Th. tons	4,611 (+ 6)	4,575 (+ 9)	6,098 (+25)

(1) Crude materials, animal and vegetable oil and fats, chemicals and manufactured goods classified chiefly by materials.

TABLE 8

Finished manufactures

£ million c.i.f. quarters or quarterly averages.
(*percentage change on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Consumer goods (1)	70·4 (+30)	63·9 (+ 6)	58·0 (—15)
Cars and motor cycles	9·5 (+49)	8·1 (+32)	6·7 (—29)
Other durable goods	17·4 (+30)	18·7 (+14)	14·2 (—10)
Works of art	6·1 (+25)	4·9 (+28)	5·8 (— 1)
Clothing and footwear	25·7 (+27)	19·8 (—15)	21·3 (—21)
Other consumer goods	11·7 (+26)	12·5 (+18)	10·0 (— 1)
Other, mainly capital goods	139·8 (+32)	143·5 (+29)	139·4 (— 0)
Machinery	100·5 (+34)	106·6 (+30)	102·6 (+ 7)
Aircraft, aircraft engines	11·0 (+ 2)	10·6 (+11)	8·9 (—18)
Ships and boats	5·5 (+190)	2·4 (+318)	2·4 (—80)
Instruments	10·9 (+29)	10·0 (+14)	11·3 (+14)
Other	12·0 (+26)	14·0 (+35)	14·2 (+25)
Total finished manufactures (2)	210·2 (+31)	207·4 (+21)	197·4 (— 5)
Seasonally adjusted	*210*	*208*	*194*

(1) Goods covered by headings in the Trade Accounts believed to include mainly consumer goods.
(2) S.I.T.C., Revised Sections 7 and 8.

TABLE 9

Imports by areas and countries

£ million, c.i.f. quarters or quarterly averages
(*percentage change on a year earlier*)

	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Sterling Area:			
Jamaica	9·0 (— 3)	3·4 (— 8)	7·2 (—16)
Trinidad and Tobago	10·5 (+ 1)	4·9 (—37)	8·1 (—28)
Australia	62·1 (+24)	65·1 (+15)	55·0 (— 9)
Seasonally adjusted	*63*	*64*	*54*
New Zealand	54·4 (+21)	45·1 (+17)	69·7 (+ 4)
Seasonally adjusted	*53*	*52*	*55*
India	32·9 (— 2)	43·0 (+ 5)	34·3 (— 7)
Seasonally adjusted	*35*	*37*	*32*
Pakistan	6·7 (— 2)	7·2 (—10)	8·6 (+15)
Ceylon	10·4 (— 1)	10·3 (+ 5)	9·7 (+20)
Malaysia	13·0 (+ 7)	13·3 (+ 4)	13·9 (— 3)
Hong Kong	20·9 (+23)	18·0 (— 6)	18·2 (— 9)
Ghana	5·4 (— 2)	3·4 (—52)	3·9 (—41)
Nigeria	21·8 (+ 9)	23·1 (+28)	29·9 (+50)
Zambia			14·9
Malawi (1)	23·4 (— 1)	30·5 (+12)	1·3 (+20)
S. Rhodesia			5·2
Kenya	5·1 (+ 1)	4·2 (— 3)	3·5 (—26)
Middle East	61·9 (+ 2)	53·1 (+ 4)	53·4 (— 7)
Irish Republic	45·3 (+15)	43·6 (+ 7)	40·3 (— 7)
Republic of S. Africa	46·8 (+ 9)	41·9 (+15)	40·3 (—11)
Other	48·4 (+ 0)	41·2 (—32)	43·6 (—20)
Total Sterling Area	477·8 (+ 9)	451·4 (+ 2)	460·9 (— 5)
Seasonally adjusted	*476*	*456*	*441*

(*Table 9 continued on next page*)

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	Jan.-Sept. 1964	4th quarter 1964	1st quarter 1965
Non-Sterling Area:			
North America	262·8 (+27)	321·2 (+23)	246·4 (— 3)
Seasonally adjusted	*274*	*289*	*254*
Canada	111·5 (+25)	124·0 (+16)	105·1 (+12)
Seasonally adjusted	*114*	*116*	*121*
United States & Deps.	151·3 (+29)	197·2 (+27)	141·3 (—12)
Seasonally adjusted	*159*	*173*	*134*
Western Europe	450·1 (+23)	464·6 (+11)	460·3 (+ 3)
Seasonally adjusted	*454*	*453*	*462*
Free Trade Association including Finalnd	185·7 (+26)	190·5 (+12)	188·8 (+ 6)
Seasonally adjusted	*187*	*186*	*200*
Finland	28·6 (+23)	30·2 (+ 5)	26·2 (+10)
Sweden	51·9 (+31)	53·7 (+20)	53·0 (— 1)
Norway	25·2 (+41)	24·3 (+22)	25·6 (+ 3)
Denmark and Greenland	44·6 (+17)	47·3 (+ 5)	47·2 (+ 8)
Switzerland and Leichtenstein	19·3 (+23)	19·5 (+13)	18·9 (+ 1)
Portugual, Azores and Madeira	7·6 (+21)	8·6 (+ 2)	11·8 (+76)
Austria	6·4 (+34)	6·8 (+21)	6·1 (— 8)
Economic Community	234·9 (+22)	237·2 (+11)	239·7 (+ 2)
Seasonally adjusted	*236*	*236*	*233*
Western Germany	67·7 (+32)	67·2 (+17)	63·4 (—10)
Netherlands	59·0 (+13)	62·4 (+14)	65·1 (+15)
Belgium and Luxembourg	27·1 (+12)	31·2 (+ 6)	31·0 (+ 8)
France	47·6 (+28)	44·5 (+ 1)	42·7 (—10)
Italy	33·6 (+22)	32·1 (+16)	37·5 (+17)
Spain, Canary Islands and Spanish ports in North Africa	18·1 (+13)	23·4 (+11)	19·9 (—7)
Other	11·5 (+15)	13·5 (— 7)	11·9 (—13)
Soviet Union & Eastern Europe	46·9 (+13)	52·9 (—2)	44·0 (+ 4)
Seasonally adjusted	*48*	*48*	*49*
Soviet Union	22·3 (+ 0)	30·3 (— 2)	18·8 (+ 6)
Other	24·6 (+27)	22·5 (— 3)	25·2 (+ 3)
Latin America	78·2 (— 0)	63·5 (— 4)	71·7 (—13)
Seasonally adjusted	*75*	*72*	*71*
Venezuela	18·0 (+ 4)	19·8 (+23)	24·4 (+25)
Argentina	20·0 (—16)	18·2 (+ 2)	19·8 (—23)
Other	40·1 (+ 8)	25·5 (—20)	27·6 (—26)
Other non-sterling	99·7 (+14)	101·2 (+28)	111·2 (— 0)
Seasonally adjusted	*98*	*107*	*100*
Middle East	43·5 (+ 7)	46·4 (+27)	51·0 (+10)
Japan	18·9 (+41)	17·9 (+33)	17·8 (—14)
Other	37·3 (+12)	36·9 (+27)	42·3 (— 5)
Total Non-Sterling	937·8 (+20)	1,003·3(+14)	933·7 (— 1)
Seasonally adjusted	*950*	*969*	*936*
Total All Countries	1,415·6(+16)	1,454·8 (+10)	1,394·6(— 2)
Seasonally adjusted	*1,423*	*1,434*	*1,374*

(1) Separate figures not available prior to 1965.

and imports of other durable goods also fell with lower imports of photographic equipment and sound reproducing equipment. Imports of clothing and footwear, which were reduced in the fourth quarter of 1964, fell again in the first quarter and were about a quarter (£2 million a month) less than in the third quarter of last year, with reduced imports particularly from Hong Kong and Italy.

Sources of imports

The largest reduction in imports in the first quarter was that from North America where the United States dock strikes may have had some influence on the total for the quarter. Imports from the United States were down by 23 per cent (£13 million a month) but imports from Canada recovered and were 5 per cent (£2 million a month) more than the fourth quarter. The other main contribution to the lower total of imports recently has been in arrivals from the Sterling Area, which have been declining since the middle of 1964 and in the first quarter of this year were 3 per cent (£5 million a month) less than in the fourth quarter of last year. There were further reductions from both Australia and India, but imports from New Zealand continued to increase. Imports from most other sterling area countries were reduced.

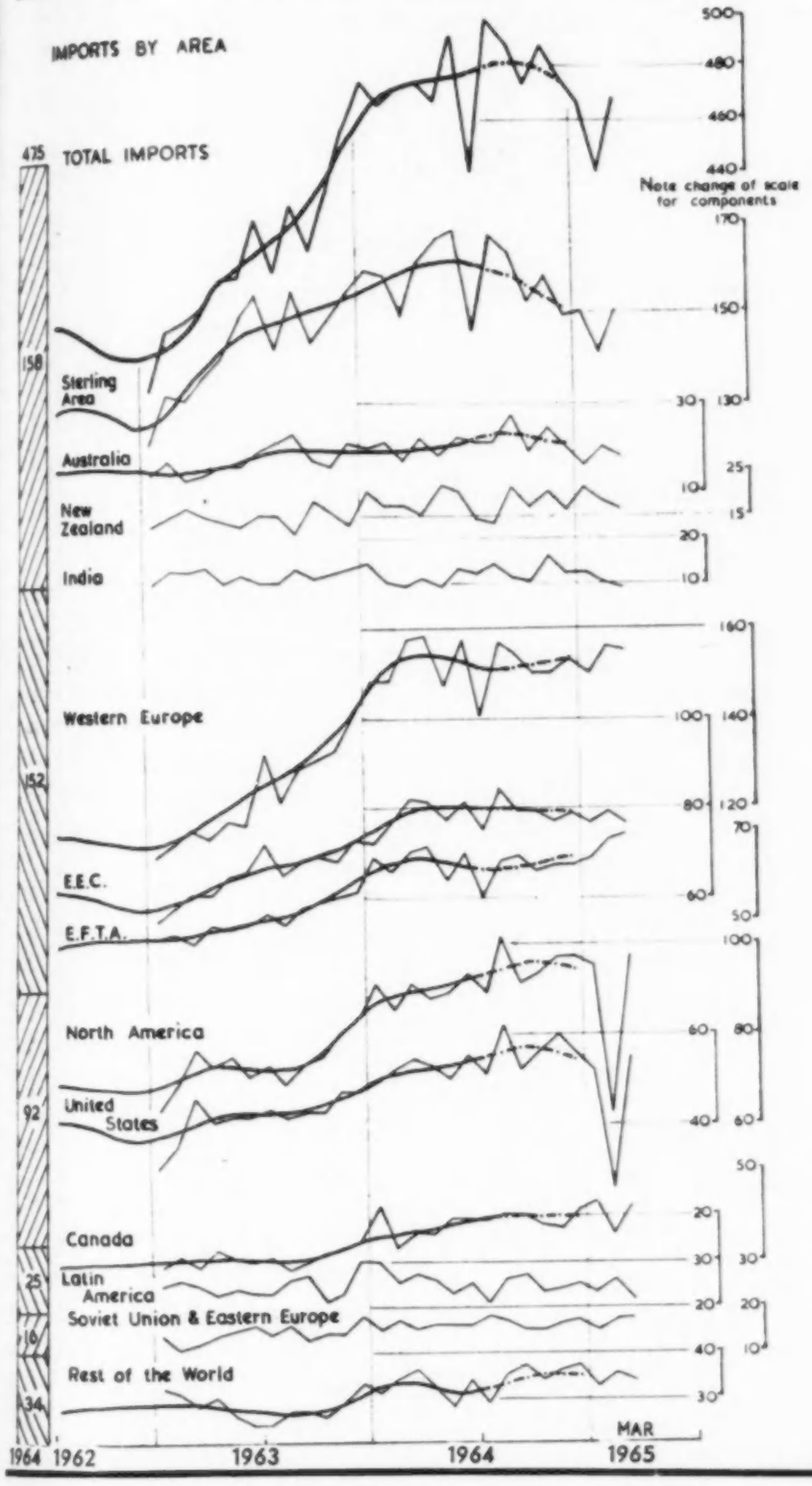
With imports from the EFTA countries rising by 8 per cent

(*Text continued on page* 1018)

Imports: Areas

TABLE D. Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area				Western Europe			North America			Latin America	Soviet Union and Eastern Europe	Rest of World	Total
	Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	USA and Deps.	Canada				
1964 1st quarter	155	19	18	11	151	77	63	90	52	37	27	16	34	469
2nd quarter	164	21	18	11	153	80	63	90	53	38	24	16	31	477
3rd quarter	157	23	16	13	150	79	61	94	55	40	24	17	33	476
4th quarter	152	21	17	12	151	79	62	96	58	39	24	16	36	478
1965 January	150	16	21	12	150	77	63	95	52	43	23	15	32	465
February	141	20	18	10	156	79	68	62	26	36	26	17	35	440
March	150	18	16	9	156	77	68	98	55	42	21	17	33	469
1964 4th quarter	152	21	17	12	151	79	62	96	58	39	24	16	36	478
1965 1st quarter	147	18	18	11	154	78	67	85	45	40	24	16	33	458



(Continued on next page)

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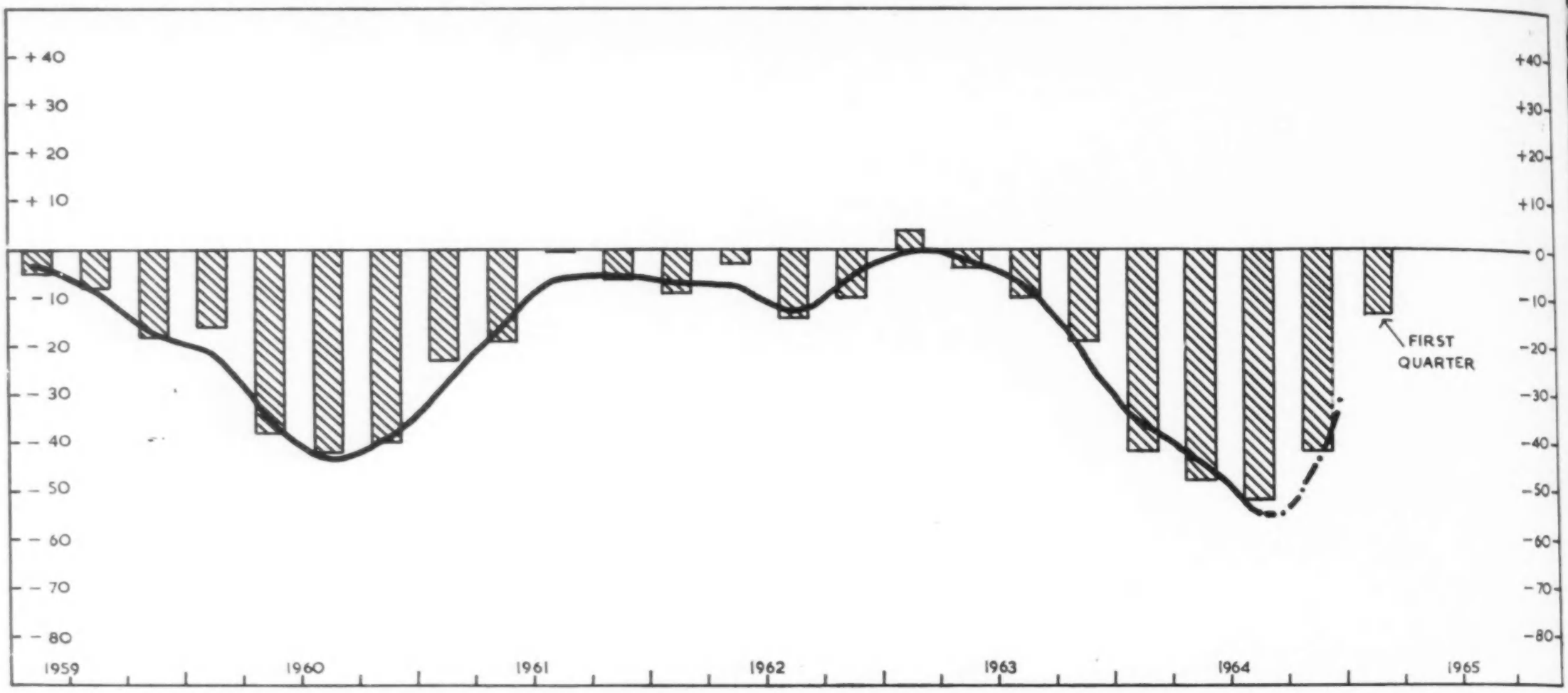
THE TRADE BALANCE

£million per month seasonally adjusted



UK TRADE FOR THE FIRST QUARTER, *continued*

(nearly £5 million a month) in the first quarter, the upward trend of imports from Western Europe continued despite the slight fall in imports from the Common Market. There was an overall rise of 2 per cent (£3 million a month) in imports from Western Europe. There was a reduction in imports from Latin America although imports from Venezuela continued to increase. There was a rise in imports from the Soviet Union and Eastern Europe, bringing them back to the level of the third quarter of 1964, but imports from the remaining non-sterling countries (mainly primary producers except for Japan) fell sharply.

Notes:

Detailed particulars of United Kingdom imports, exports and re-exports were published on May 3* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for May† due to be published on or about May 27.

Trade balance

The figures from the trade balance are on a balance of payments basis and are estimates and are liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap', which being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom March 1965, H.M. Stationery Office, Price 30s., by post 31s.
† Report on Overseas Trade. Published by H.M. Stationery Office. Price 3s. 6d., by post 3s. 10d. Amend Subscription £2 6s.

Economic Trends—April 1965

THE APRIL ISSUE of 'Economic Trends' to be published on April 28 (HM Stationery Office, price 6s.), contains two articles by the Central Statistical Office, one on national income and expenditure in the fourth quarter of 1964 and the other on personal saving.

The main features of the national income and expenditure estimates published today were discussed in the *Economic Report* published on March 31, as a supplement to the March 1965 issue of 'Economic Trends'.

More light on personal saving

The estimates of personal saving given in the national income accounts are particularly uncertain, as they are obtained as a small difference between the two relatively large estimates of personal disposal income and of consumers' expenditure, which are themselves subject to error. Alternative estimates can be made by aggregating the assets and liabilities acquired by the personal sector. Estimates of this kind for calendar years can be inferred from information which has been published for many years in the 'National Income Blue Book', and more recently for quarterly periods in 'Financial Statistics'. But there has always been a large discrepancy between the estimates got in these two ways.

In the last two or three years there has been a substantial increase in the information available about the financial transactions of the personal sector, particularly those with financial institutions. But a large gap has remained between the two alternative estimates of personal saving. It was always thought that a large part of this gap represented sales of stocks and shares by the personal sector, which could not be identified. It is now possible to provide an indication, albeit a rough one, of the value of these sales. The estimates are still uncertain and subject to several important qualifications, but they suggest that sales by the personal sector of government and government guaranteed marketable securities may have amounted to about £240 million in 1963 and about £100 million in 1964, and that sales of company and overseas securities and of unincorporated businesses as going concerns were something like £520 million in 1963 and £570 million in 1964. Against these sales may be set purchases by the personal sector of unit trusts of £60 million in 1963 and £77 million in 1964.

The estimated figures of sales of securities by the personal sector are very large indeed. Some of these sales may be associated with the payment of death duties (about £300 million a year) and with the breaking up of estates, and some may be the counterpart of investment in new dwellings. Others may represent sales made by company directors and their associates when their businesses 'go public'. Figures given in the article suggest that there is a steady switching from direct to indirect holdings of securities through life insurance and superannuation funds and other financial institutions. In this connection it is interesting to note that increases in the rate of growth of these funds in recent years have accounted on average (although with big variations) for more than half of the recorded increases in total personal saving.

Production of cars and commercial road vehicles in March

THE FOLLOWING tables show figures of production of road vehicles for periods up to and including March 1965, and exports of these goods as recorded in the Overseas Trade Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

PRODUCTION **NUMBER**

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
1964 January	5	185,349	37,070	44,696	8,939	1,863	373
February	4	154,415	38,604	34,154	8,539	1,588	397
March	5	78,369	35,674	39,727	7,945	1,606	321
1965 January	4	143,229	35,807	36,343	9,086	1,681	420
February	4	147,132	36,783	36,848	9,212	1,453	363
March	5	169,421	33,884	43,123	8,625	1,715	343

EXPORTS **NUMBER**

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolleybuses
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	616,016	150,705	7,705
1964	679,383	159,226	7,048
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	167,161	39,546	1,853
1964 1st quarter	183,470	42,576	1,965
2nd quarter	182,725	41,222	1,734
3rd quarter	151,707	35,128	1,422
4th quarter	161,481	40,300	1,927
1965 1st quarter	158,328	38,030	1,802
1964 January	56,077	13,171	597
February	62,469	13,260	663
March	65,010	16,168	706
1965 January	52,164	11,809	711
February	51,754	13,045	539
March	54,424	13,177	552

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Office Machinery for January 1965.
Electric Lamps for February 1965.
Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for February 1965.
Refrigerating Machinery for February 1965.
Wheeled Tractors for February 1965.
Timber – Softwood, Hardwood and Plywood for March 1965.

Quarterly at 7s. 6d. a year, post free:

Mechanical Handling Plant for October-December 1964.
Narrow Fabrics for December 1964 – *February* 1965.

Production of man-made fibres in March

TOTAL PRODUCTION by weight of man-made fibres in March was 14 per cent more than in March 1964 and 2 per cent more than the record total (76·7 million lb.) set up in October 1964. Within the current total output of continuous filament and staple fibre were respectively 15 and 14 per cent more than in March 1964.

Total deliveries of man-made fibres in the three months January-March were 4 per cent more than in the same quarter of 1964.

Deliveries of continuous filament to the home user industries were 6 per cent more than in the first quarter of 1964; deliveries to the warp-knitting industry and to weaving were respectively 15 per cent and 6 per cent more; deliveries to the hosiery industry were 10 per cent less and for industrial purposes 14 per cent more.

Deliveries of staple fibre to the home user industries were 2 per cent more than in the same quarter last year; deliveries to the wool spinning industry were 8 per cent less and those to the cotton spinning industry slightly less.

Deliveries of continuous filament yarn and staple fibre for export were 7 and 20 per cent more respectively than in the corresponding quarter last year.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1963 4th quarter	90·5	107·2	197·7
1964 1st quarter	93·4	109·9	203·3
1964 4th quarter	101·2	122·4	223·6
1965 1st quarter	102·9	122·8	225·8
1964 January	32·5	37·2	69·7
February	30·3	34·9	65·2
March	30·6	37·8	68·4
1965 January	34·9	41·3	76·2
February	32·9	38·5	71·4
March	35·2	43·0	78·2

Deliveries of continuous filament yarns

(Thousand lb. actual weight)

	Year 1963	Year 1964	1963 Oct.-Dec.	1964 Jan.-March	1964 Oct.-Dec.	1965 Jan.-March
Weaving	77,432	87,133	21,132	21,612	22,685	22,950
Hosiery	42,935	56,831	13,615	14,246	14,342	12,878
Warp knitting	35,959	42,625	10,600	10,670	10,995	12,240
Industrial purposes (tyres, etc.)	90,300	95,732	22,204	23,074	25,931	26,388
Other purposes	13,226	13,257	3,939	3,804	2,918	3,311
Exports as yarn (a)	76,346	94,556	20,856	23,033	25,334	24,556
Total	336,199	390,133	92,347	96,439	102,205	102,325

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb., actual weight)

	Year 1963	Year 1964	1963 Oct.-Dec.	1964 Jan.-March	1964 Oct.-Dec.	1965 Jan.-March
Cotton spinning	119,324	136,654	33,509	34,899	34,731	34,410
Wool spinning	101,209	127,352	30,083	31,866	32,038	29,415
Flax spinning	32,854	38,296	9,339	9,388	10,956	9,196
Other spinning systems and sundries	41,339	47,275	11,179	11,991	12,505	12,716
Exports (a)	96,449	110,359	23,961	25,731	31,462	30,862
Total	391,175	459,937	108,071	113,876	121,693	116,599

(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

Overdrafts of the nationalized industries

HM TREASURY announce that the total bank overdrafts of the nationalized industries at April 21, 1965 amounted to £64.9 million, of which £58.1 million was from the clearing banks and £6.8 million from the Scottish banks.

Metal working machine tools deliveries and orders in January

FROM THE beginning of this year monthly estimates of manufacturers' deliveries, net new orders and orders on hand are being published by the Board of Trade in conjunction with the Ministry of Technology.

The latest figures indicate that, after eliminating normal seasonal variations, net new orders in the three months ending January were about a tenth greater than in the previous three months.

This increase was accounted for by new home orders, which in January maintained the upward trend of the second half of 1964. Net new export orders showed little change in the three months November-January from the previous three months.

After falling back in the second and third quarters of 1964 export deliveries recovered strongly in the fourth quarter. In the three months ending January export deliveries were 18 per cent higher than in the August to October period. Home deliveries increased steadily throughout most of 1964 and were still rising in the October to January period.

Home order books were on a strong rising trend throughout 1964 which continued up to January of this year. Export orders on hand at the end of January showed little change from the previous month.

The tables of figures will be published in next week's issue of the Journal.

British films quota returns—1964

RETURNS OF FILMS exhibited in 1964, which all exhibitors are required to make under the Films Act, 1960, have now been examined by the Board of Trade.

The Act provides that cinemas must show prescribed proportions of British films. For the year ended December 31, 1964, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the "supporting programme". Of the 1,848 cinemas (excluding 144 cinemas exempt from quota) covered by the examination, 254 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12.5 per cent to 28 per cent instead of the standard first feature quota of 30 per cent; and 236 of these, playing double feature programmes, had reduced quotas ranging from 12 per cent to 23 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,848 cinemas were 29 per cent for the first feature and 24 per cent for supporting programme.

The main points of the analysis are:

1. The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme was again well above the prescribed level. The proportion for first features – 42.6 per cent – was an increase on the previous year's level of 39.9 per cent. The figures for supporting programme, however, are marginally lower – 44.9 per cent against 45.2 per cent.
2. Of the 1,848 cinemas covered, 93 per cent achieved or exceeded their first feature quotas (against 94 per cent the previous year) and 97 per cent their supporting programme quotas (the same as the previous year). The majority of those which failed to achieve their quotas did so by only a small margin.
3. The average first feature film quotas achieved by the major circuits were 48 per cent for Rank cinemas and 50 per cent for ABC cinemas. The figures for supporting programme were 51 per cent and 50 per cent respectively.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended March 27, 1965:

Distributors' earnings submitted:		
High cost films	£704,439	
Low cost films		
Eligible (after multiplying by 2½)	£42,064	
Not eligible for 2½ times rental	£1,915	
		£748,418
Films of less than 3,000 feet (after multiplying by 2½)		£72,399
		£820,817
Levy collections paid to Agency by HM Customs and Excise to March 22, 1965, approximately covering entertainments to February 27, 1965, together with an estimate of collections for entertainments for the four weeks ended March 27, 1965		£366,800

The fifth interim allocation for the eighth distribution period will be at the rate of 46 per cent.

Cinematograph Films (Collection of Levy) (Amendment No. 4) Regulations, 1965

THE BOARD OF TRADE have laid draft Regulations before Parliament proposing to raise from £300 to £350 the amount which a cinema exhibitor can take in any week before he becomes liable to the film levy.

Copies of the draft Cinematograph Films (Collection of Levy) (Amendment No. 4) Regulations, 1965 are available from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 3d., by post 5½d.

Note:

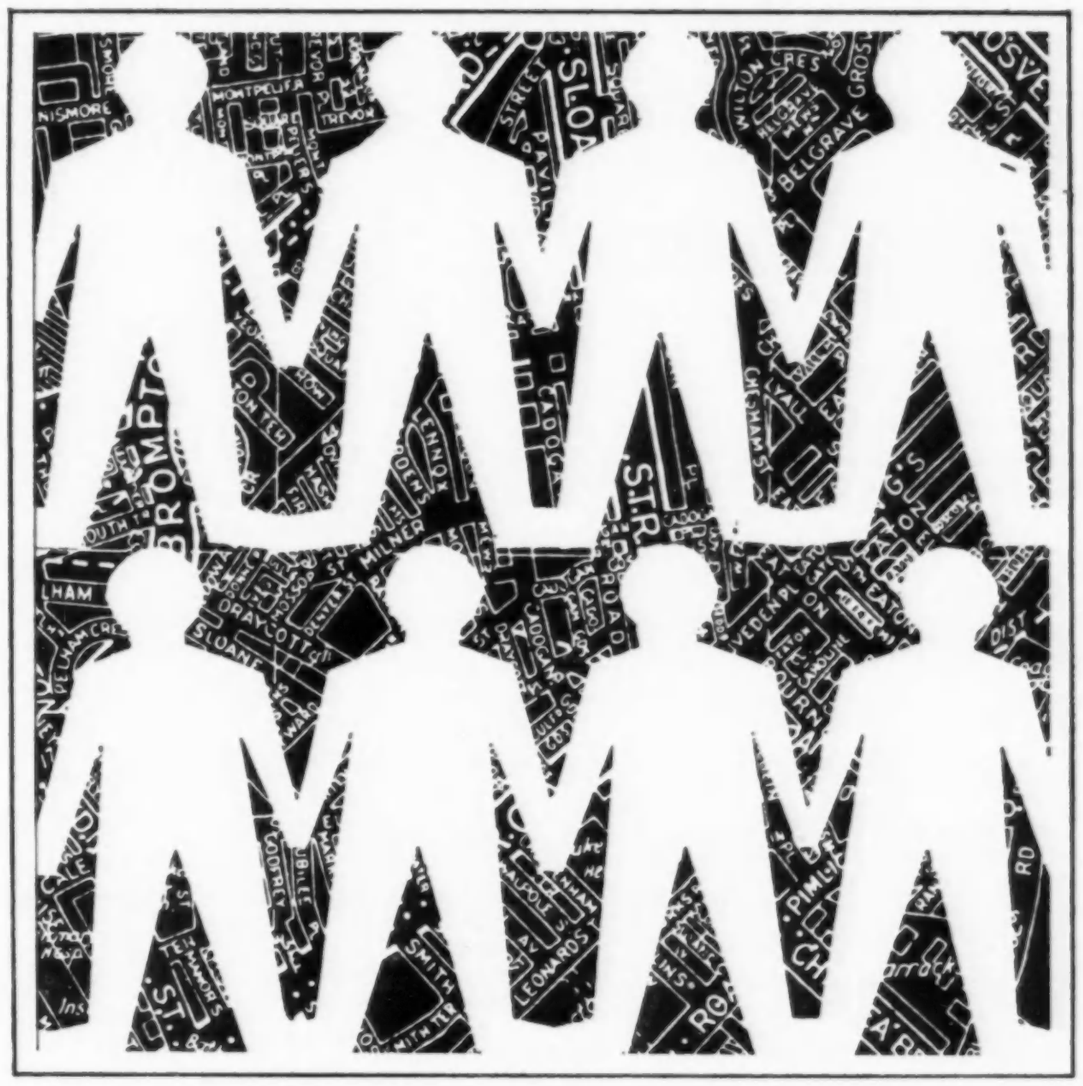
The proposed change, which will increase the measure of relief from levy given to the smaller exhibitors, takes account of increases in costs since 1962 when the exemption limit was last raised. It has been approved by the Cinematograph Films Council.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday April 30, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
The Truth About Spring	Rank Film Distributors Ltd.	Quota Rentals Ltd.	Br/E 30273	102	April 26
Mining Review No. 9 – 18th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 30274	11	April 26
Look at Life Series 25:					
Boys Without Girls	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30275	9	April 26
James Bond's Island	" "	" "	Br/E 30276	9	April 26
Runaway Killer	Compton-Cameo Films Ltd.	Pacific Films Ltd., New Zealand	Br/E 30277	97	April 27
Harmony Aboard	British Lion Films Ltd.	Donwin Productions Ltd.	Br/E 30281	16	April 29
Swing Aboard the Mary	" "	" "	Br/E 30282	30	April 29
Movietone News 1872A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29926	7	April 30
Movietone News 1873	" "	" "	Br/E 29927	6	April 30
Pathe News 65-34	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29978	8	April 30
Pathe News 65-35	" "	" "	Br/E 29979	8	April 30
		FOREIGN			
Nude in Charcoal	Compton Films Ltd.	Premiere Pictures Co.	F 30278	70	April 27
The Case of the 44's	Compton-Cameo Films Ltd.	Passo Verde Film Productions Ltd., London	F 30279	73	April 27
Now About These Women	Gala Film Distributors Ltd.	Svensk Filmindustri, Stockholm	F 30280	80	April 28
Von Ryan's Express	Twentieth Century-Fox Film Co. Ltd.	P.R. Productions Inc.	F 30283	116	April 30
Horse Shoo	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.	F 30284	7	April 30
Orinoco Jungle	" "	" "	F 30285	10	April 30

How many people in your square mile?



In London and the Home Counties, for instance, there is an average of 2,733 people to the square mile. But in the North East the figure drops to only 568. This shows how much more space there is in the Northumberland, Durham and North Riding Region.

The North East offers magnificent, unspoiled countryside and coastline. The roads are comparatively uncluttered. Spacious living comes, too, from the way money goes further. Educational facilities are being extended. And there is wide scope for enjoying sport, entertainment and the arts.

There is plenty of space for new industry as well, with many fully-serviced sites available. This is backed up by financial aid, with free depreciation of net plant costs and grants of 25% for building, 10% for plant and machinery.

At the same time, a keen, adaptable labour-force is readily at hand to serve new manufacturers, and training grants are available for the new development of new skills. Transport and communications are excellent — and improving.

Many firms new to the region are doing very well. Now is the time for your firm to join them to benefit fully from the growing prosperity of the *new* North East.

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stake your claim in the North East now

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
May 19 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will consist of a large quantity of general stores including:
Dorman diesel engines, petrol electric generating sets and petrol engines various.
Tubular scaffolding, test and tank trolleys, aircraft coolers.
Carpenters', fitters' and tinsmiths' tools; micrometers and verniers, etc.
Vehicle tyres; miscellaneous vehicle, marine and aircraft spares.
Wooden engine cases.
Gymnasium equipment, including 27 vaulting boxes.
Blankets; carpets, rugs and curtains; Axminster and haircord stair carpet in rolls 27 in. and 18 in. wide.
Furniture, including individual bedroom, Chesterfield and dining room suites, etc.

May 26 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
May 13-14 .	Plant and equipment and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).
May 19 .	**Vehicle Repair Depot closure.** Machine tools including Asquith radial drill, Kitchen & Wade honing machine, Kearns & Van Norman borers; Heenan & Froude Dynamometers D.P.X.3; Weaver 60-ton press, welding equipment, Black & Decker valve refacers, hand and bench drills, crack detectors, Rapier & Taylor 'Jumbo' cranes, Coventry Climax forklift trucks, fire trailer pump 120-220 g.p.m., industrial works trucks by Greenwork & Batley and others; jacks by Epco and Batley; office equipment and furniture, etc.	Vehicle Repair Depot, Oldmixon, Weston-super-Mare.	Percy Palmer (Dept. L), 3 Magdala Buildings, Weston-super-Mare. (Tel. 1636).
May 27 .	Machine tools, M.T. spares and miscellaneous stores.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
June 3 .	M.T. spares, electrical components and miscellaneous stores.	Ordnance Storage and Disposal Depot, Rotherwas, near Hereford.	Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 4366).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

Report on Overseas Trade
Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.*
Monthly **3s. 6d.** (by post 3s. 10d.). Annual subscription **£2 7s.** including postage.

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Tenders for the above due 12 o'clock noon Thursday, 10th June, 1965. Forms of Tender and Conditions of Sale can be obtained on application to the Director of Contracts (Naval), Ministry of Defence, Ensleigh, Bath, Telephone No. Bath 6933, Ext. 1184.

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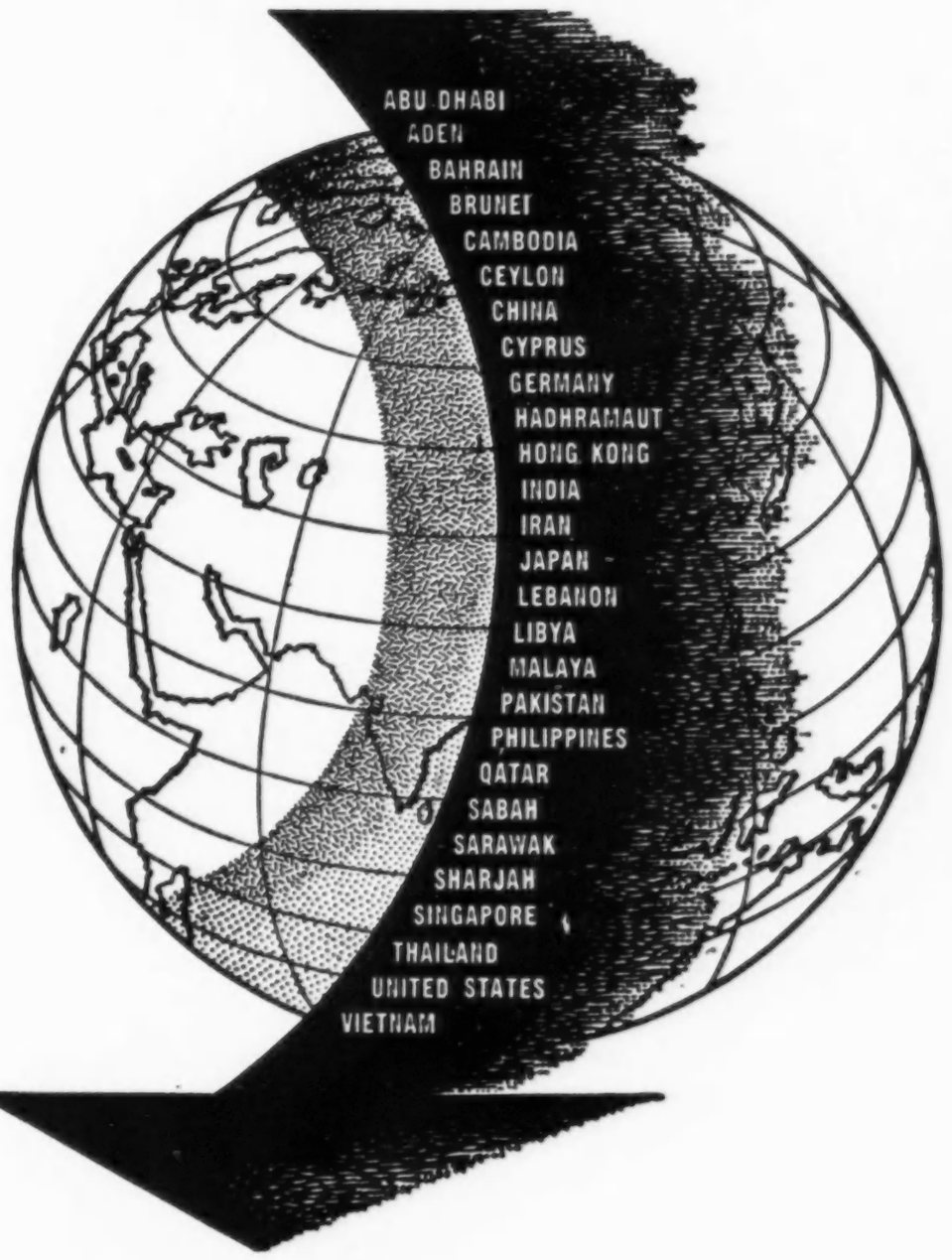

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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Exhibitions and Fairs

Mr. Douglas Jay opens new floor at Design Centre

A NEW EXHIBITION AREA on the mezzanine floor of the Design Centre in London and an exhibition 'Profit by Design' were opened by Mr. Douglas Jay, President of the Board of Trade on May 4.

The President said that the new exhibition area meant that the Council of Industrial Design would now be able to put on exhibitions on particular themes and demonstrate the various factors contributing to good design. They could now dsplay ideas in greater depth and look beyond the product itself to the intentions which lie behind new developments in design. This was particularly valuable with capital goods to which the Council were increasingly turning their attention.

Referring to the exhibition, the President said that 'Profit by Design' was a good example of having things both ways. 'There is more and more evidence that good design pays', he said. 'The exhibition contains case histories (e.g. a slide rule) in which the search for improved design has resulted in reduced production costs. Applied to products which we all use this means that good design is not a luxury; we should expect to find it at the every-day end of the price ranges.

'It is a vital weapon in the armoury we must use if we are to sell British goods on the scale in which we ought to be selling them all over the world'.

The President welcomed the co-operation with the Council of the Society of Industrial Artists and Designers, the industrial designers' own professional body, in arranging the exhibition.

New Moscow Fair plan for 1966

PLANS FOR ANOTHER British Industrial Exhibition in Sokolniki Park, Moscow, were announced at a London press conference on May 3. It will be held in July of 1966.

Mr. Douglas Jay, President of the Board of Trade, who was present at the conference, said that the exhibition would give a fillip to exports of British equipment. Russia was a market of 'enormous possibilities' he said. The President said that the recent pattern of trade between the United Kingdom and the Soviet Union had been disappointing. In 1964 United Kingdom imports of Russian goods rose to £97 million, while the Soviet Union's imports of British goods fell back by 30 per cent to £38 million.

'By the time this exhibition takes place, we expect to see a big improvement in the Soviet purchases of our goods' he said. 'British manufacturers have a vast range of products to offer, from enormous plant complexes on the one hand to a wide selection of consumer goods, which our Russian friends must surely be wanting to buy'.

The Government would give strong financial support to the exhibition. 'The price of space to participating companies will be £1 per square foot less than would be otherwise the case', according to Industrial and Trade Fairs, the organizers.

Mr. I. C. Trafford, joint managing director of Industrial and Trade Fairs, said that, unlike the very successful exhibition in 1961, which included sections for consumer goods and a 'prestige' pavilion, next year's exhibition would be a 'hard-selling, commercial exhibition' with the emphasis on capital goods.

Mr. George Darling (second from left, front row), Minister of State (Home), Board of Trade, visited the 43rd Milan International Samples Fair on April 22 and 23. He is seen here on the stand of Mario Alberti, S.p.A., who were exhibiting British heavy machinery, including the Coles Mobile Crane. With the Minister (second and third from right) are Mr. J. S. Rooke, Counsellor (Commercial), British Embassy, Rome, and Mr. P. S. Stephens, H.M. Consul-General, Milan.

CHANGES IN TRADE FAIRS AND EXHIBITION ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
United Kingdom ...	*This issue*	*Aug. 6*
Outside Europe ...	*April 2*	*July 2*
Europe	*Mar. 5*	*June 4*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East: 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on April 2 and March 5 respectively.

EUROPE

Additions

ZURICH: INTERNATIONAL BAKERY AND CONFECTIONERY TRADE FAIR – May 13-22, 1966.
* Apply, Züspa Genossenschaft Zürcher Spezial–Ausstellungen, Nordstrasse 20, Zurich, 6.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE TRADE FAIR – September 9-11, 1966.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Telephone, Kensington 1700.)

'Diesel power on British Railways' exhibition

TO MARK the 7th International Congress on Combustion Engines, held this year at the Royal Festival Hall, London, from April 25-29, British Railways, in association with the Locomotive and Allied Manufacturers' Association of Great Britain, arranged an exhibition of diesel motive power at Marylebone Goods Yard on April 30 and May 1.

Entitled 'Diesel Power on British Railways', the exhibition demonstrated to home and overseas visitors—about 800 delegates, mostly from overseas, attended the conference – the technical advances achieved over the past decade in diesel traction and emphasized the part played by industry in the railway modernization programme. Seventy visitors from Europe, the United States, Russia and Japan were welcomed on the opening day of the Exhibition by Mr John Ratter, Member of the British Railways Board responsible for technical matters.

International Babies' and Children's Fair Cologne

THE INTERNATIONAL Babies and Children's fair took place at Cologne from April 23-25 with particular emphasis on the growing importance on 'the child as a customer' and on Cologne as the fashion forum for some 94 million children under 15 whose parents according to informed sources may well spend up to 70 milliard DM (625 million pounds) a year on clothes, peramulators and other accessories.

With these rich rewards in mind, the majority of the 365 exhibitors from 14 countries expressed their ideas in various colours and styles while the remainder provided transport (27 perambulator firms) to and from the nursery (49 firms showed appropriate furniture and other accessories). 127 foreign firms from 13 countries accounted for 34 per cent of the total participation. The display area occupied 215,000 square feet and 9,120 trade visitors including 1,520 from 27 foreign countries attended the fair.

Holland had 41 exhibitors, France 29, Belgium 14, Great Britain 9, Italy 9, Austria 8, Switzerland 4, the United States 3, Denmark, Sweden and Portugal 2 each and Norway and Spain 1 each. All showed babies and children's wear while France, Belgium, Denmark, Holland and Germany of course, also showed perambulators and pushcarts as well. The event occurs twice yearly in spring and autumn, the latter takes place in October next, being for the spring and summer trade.

The range of merchandise was all-embracing from napkins to dresses and suits taking in skirts, pullovers, cardigans, ski trousers, Anoraks, coats, caps, scarves etc., with the exception of the first mentioned, most of the others could be seen at the daily fashion parades by children aged between 2 and 10 years. Prices were fairly stable, a tendency to increase being kept within bounds by new manufacturing producers, rationalization, etc., and by the need to meet keen foreign competition.

Supporting this eye-catching and, it is suggested, trend-setting array of clothes from 14 countries were the perambulators and pushcarts of well-known German and foreign firms excluding the United Kingdom. In 1964 the Federal Republic of Germany imported 4,001 of these baby carriages from the EFTA countries, or, more precisely, from Britain and Denmark, the latter country accounted for 3,359 of them.

A third section of the fair was devoted to children's furniture and nursery accessories with inbuilt safety, comfort and suitability.

Although by Cologne standards this was a very small fair indeed, the needs it fulfils are proportionately almost as large as those for which the hardware or furniture fairs cater. It is fully representative of international demand and supply in its particular field in which the British manufacturer excels. In the final analysis the event revealed that although the market is not an easy one, there are undoubted opportunities for British firms with an eye to the future and the right approach to enter it. This brings us to a brief survey of the British participation.

The National Children's Wear Association appeared for the first time in Cologne under the auspices of the Board of Trade joint venture scheme. The eight member firms concerned were Ladybird Ltd., F. J. Bacon Ltd., Elka Novitas Ltd., Debsons Fashions Ltd., Harrington (London) Ltd., Jeffrey Jackson Ltd., Mayfield Corporation Ltd., and Viyella Children's Wear Division. The stand, which was designed and commissioned by the exhibitions division of the Central Office of Information, was equal to the best at the fair. The first-named firm above has its own subsidiary in Germany and this method of approach to the market has proved its value after long sustained effort. The commercial benefits are now accruing and the turnover with retailers at this fair ran into thousands of pounds. The Stand was visibly busy from beginning to end of the three days. In this connection we should mention the one British exhibitor outside the joint stand, George Goodman Ltd., who according to all reports, exhibited very successfully through their German agents. Two methods of approach to the market both of which bore fruit. The lessons learned were invaluable for future reference, a number of agents were appointed and Debsons Fashions Ltd. found a gap in the German market which they exploited and hope to plug for some time to come.

A phenomenon of this fair and noted at other Cologne fairs was the appearance of leading British buyers on the joint stand. Two firms reported that they had been asked to call with sample ranges on leading British houses whose doors had been closed to them for years, which goes to show that business at these fairs can come from quarters least expected. The autumn event takes place from October 15-17, 1965.

British success at German footwear exhibition

THE SEVEN BRITISH firms which exhibited at the 19th German Footwear Exhibition held in Dusseldorf from April 24-26 all expressed satisfaction with the result of their participation. This was the first occasion that manufacturers of non-member countries of the European Common Market were allowed to participate in this fair and as it was expected it was well worth the British firms' visit to Dusseldorf.

An indication of the interest created by the British firms can be gained by the fact that one British firm received a visit from a buyer at noon on Saturday, April 24, although the official opening time for the exhibition was 3 p.m. The buyer had heard of the British firm's participation in the fair and wished to see the shoes displayed and place his orders in peace and quiet without the distraction of other buyers.

Orders were placed by visitors from all the Scandinavian countries, Austria, Holland, Belgium, France, Switzerland, Italy, America and even Afghanistan. Particular interest was shown in the men's brogues, casual shoes and the more elegant day shoe. Interest, however, was not restricted only to fashion shoes for men as orders were placed for ladies' house shoes, satin court shoes, leather boots and suede booties.

Perhaps one of the most interesting orders was that placed for men's heavy type shoes by an Italian buyer. The shoes in question had been specially manufactured by the exhibiting firm for the Italian market and it was gratifying for them to know that their design was acceptable.

It was generally felt by the exhibiting firms that the exhibition had offered an ideal insight into the market potential of Germany and the neighbouring countries and they hoped to be able to participate at the next exhibition when, in some cases, a much wider selection of shoes would be displayed.

The British Footwear Manufacturers Federation's information stand served as a useful focal point for foreign buyers who were able to obtain information on the shoes displayed by the British exhibitors and also the British shoe industry as a whole.

It was obvious from the orders received that a market exists for quality British shoes in Germany and despite the tariff barrier British firms should be able to obtain a fair share of the existing business.

Czechoslovakia to see British industrial design

BRITISH CONSUMER goods selected for their good design will form the major part of an exhibition illustrating industrial design in Britain to be held in Czechoslovakia during October, November and December this year. The exhibition is being mounted by the Council of Industrial Design and the Central Office of Information at the invitation of the Czechoslovak Ministry of Education and Culture and the Institute of Interior and Fashion Design.

From October 19-November 7 the exhibition will be shown in the Uluv gallery in Prague; it will then be transferred to Bratislava for display from December 2-16. In addition to the central display of consumer goods manufactured in Britain, a smaller section will show the application of industrial design to engineering and capital goods. The role of the designer in British industry, his training and his method of working will also be illustrated in the introductory section, together with a display indicating the wide range of activities undertaken by the Council of Industrial Design.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail**, *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Trade Fairs and Exhibitions in the United Kingdom

* indicates event which is held annually at approximately the time stated.
† indicates event which is held alternate years at approximately the time stated.

1965—General

CARDIFF: INDUSTRIAL EXHIBITION – May 7-15.
Apply, Exhibitions (Wales and West) Ltd., Holly House, Rhiwderin, Monmouthshire, Wales.

BRIGHTON: 19TH SUSSEX INDUSTRIES EXHIBITION – September 20-25.
* At Corn Exchange Pavilion Theatre. Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1. (Tel. Brighton 26189).

EASTBOURNE: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 23-25.
* At Winter Garden. Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

1965—Specialized

Agriculture, Dairy Industry and Fishing

BELFAST: ROYAL ULSTER AGRICULTURAL AND INDUSTRIAL EXHIBITION – May 26-29.
* At Balmoral Show Grounds. Apply, Royal Ulster Agricultural Society, The King's Hall, Balmoral Show Grounds, Belfast 9.

LONDON: WORLD FISHING EXHIBITION – May 27-June 2.
† At Olympia. Apply, Commercial Exhibitions Ltd., The Tower, Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

SHEPTON MALLET: BATH & WEST AGRICULTURAL SHOW – June 2-5.
* Apply, The Secretary, Bath & West & Southern Counties Society, 3 Pierrepont Street, Bath. (Tel. Bath 3010 and 61465).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 15-17.
* Apply, Three Counties Agricultural Society, Three Counties Showyard, Malvern, Worcestershire.

NORWICH: ROYAL NORFOLK SHOW – June 30-July 1.
* Apply, Royal Norfolk Agricultural Association, Diss, Norfolk.

STONELEIGH ABBEY: THE ROYAL SHOW – July 6-9.
* (Kenilworth). Apply, The Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgravia 5323).

HARROGATE: THE GREAT YORKSHIRE SHOW – July 13-15.
* At Permanent Showground Site. Apply, Secretary, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York.

BUILTH WELLS: ROYAL WELSH AGRICULTURAL SHOW – July 20-22.
* Apply, Royal Welsh Agricultural Society, Llanelwedd, Builth Wells, Brecs. (Tel. Builth Wells 3183.)

LONDON: ROYAL DAIRY SHOW – October 26-29.
* At Olympia. Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903/4).

LONDON: ROYAL SMITHFIELD SHOW – December 6-10.
* At Earls Court. Apply, A. A. Goode, Esq., Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

A Lancer Boss Group B26 front fork-lift truck which was included among the group's range of Lancer sideloaders and Boss front fork-lift trucks exhibited at the Hanover Trade Fair. The group exports the trucks to many countries including Germany, Japan, Russia and New Zealand.

LONDON: INTERNATIONAL POULTRY SHOW – December 8-10.
* At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Antiques

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 9-24.
* At Grosvenor House, Park Lane, W.1. Apply, Captain C. S. Platts, A.C.I.S., Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

HARROGATE: 15TH NORTHERN ANTIQUE DEALERS' FAIR – September 9-16.
* At Royal Hall. Apply, Northern Antique Dealers' Fair Ltd., 408, Leeds Road, Bradford 3, York.

Building

LONDON: THE INTERNATIONAL BUILDING EXHIBITION – November 17-December 1.
† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Caravans

LONDON: INTERNATIONAL CARAVAN EXHIBITION – September 22-October 2.
* At Earls Court. Apply, Daily Mail Exhibitions Department, Harmsworth House, Bouverie Street, London, E.C.4. (Tel. Fleet Street 6000).

Confectionery

LONDON: INTERNATIONAL CONFECTIONERY & ALLIED TRADES EXHIBITION – June 14-18.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Engineering, Machinery, Machine Tools

GLASGOW: SCOTTISH MATERIALS HANDLING EXHIBITION – May 11-18.
At Kelvin Hall. Apply, J. Whall, Esq., Scottish Materials Handling Exhibition, Stamford House, 65/66 Turnmill Street, London, E.C.1. (Tel. Clerkenwell 8201).

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – May 13-21.
† At Crystal Palace. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: MINING MACHINERY EXHIBITION – July 8-17.
At Olympia. Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Chancery 1200).

LONDON: ENGINEERING MATERIALS & DESIGN EXHIBITION & CONFERENCE – September 13-18.
† At Olympia. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: EIGHTEENTH ENGINEERING EXHIBITION – October 12-14.
* At RHS New Hall, S.W.1. Apply, Engineering Industries Association, 9, Seymour Street, Portman Square, London, W.1 (Tel. Welbeck 2241).

Factory Equipment

LONDON: INTERNATIONAL FACTORY EQUIPMENT EXHIBITION – November 15-20.
* At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Floor Coverings

HARROGATE: NORTHERN FLOOR COVERINGS FAIR September 7-10.
* At Exhibition Hall. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: SHOP EQUIPMENT AND SELF-SERVICE EXHIBITION – May 17-20.
* At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 7-18.
† At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Manchester 3. (Tel. Deansgate 6363).

Gifts, Fancy Goods, Toys

LONDON: WHOLESALE BUYERS GIFT FAIR – December 13-16.
* At the Mount Royal Hotel. Apply, Trade Promotion Services Ltd., St Dunstan's House, Carey Lane, London, E.C.2. (Tel. Monarch 8391).

Handicrafts, Hobbies

LONDON: 13TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 3-18.
* At Olympia. Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

LONDON: DIY TRADEX. Open 6 days: Tuesdays, Wednesdays and Thursdays – September 7, 8, 9 and 14, 15, 16.
At Olympia. Apply, A. J. Kreps Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, Surrey (Tel. Municipal 2599).

(*Continued on next page*)

MANCHESTER: 'MANCHESTER EVENING NEWS' DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 9-20.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

Hospital and Medical

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT & MEDICAL SERVICES EXHIBITION – May 31-June 4.
† At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

LONDON: MEDICAL EXHIBITION – May 31-June 4.
* At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Leather, Leather Goods and Footwear

LONDON: INTERNATIONAL LEATHER FAIR – May 24-27.
* At Alexandra Palace, N.22. Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. Tel. Shoreditch 2071).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 25-27.
* At Washington Hotel, W.1. Apply, R. G. Bowey, Esq., 6, Pembroke House, Upperton Road, Eastbourne, Sussex.

LONDON: FASHION IN FOOTWEAR EXHIBITION – October 3-8.
* At Washington Hotel, W.1. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: "SPRING SHOES" EXHIBITION – October 4-7.
* At Mount Royal Hotel, W.1. Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

Office Equipment and Business Efficiency

BIRMINGHAM: BUSINESS EFFICIENCY EXHIBITION – May 17-22.
* At Bingley Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 4-13.
* At Olympia. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

Packaging

LONDON: INTERNATIONAL PACKAGING EXHIBITION – May 19-27.
† At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Photography

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-19.
† At Olympia. Apply, British Organizers Ltd., 52 Grafton Way, London, W.1. (Tel. Euston 7930).

LONDON: INDUSTRIAL PHOTOGRAPHIC & TELEVISION EXHIBITION – November 15-20.
† At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION – (INTERPLAS) June 16-26.
† At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Radio and Television

LONDON: RADIO AND ELECTRONIC COMPONENT EXHIBITION – May 18-21.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – August 25-September 4.
* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

Sports, Camping

LONDON: NATIONAL ANGLING SHOW – May 11-15.
* At Royal Horticultural Society's Old & New Halls, S.W.1. Apply, A. H. Spink, Esq., National Angling Show, 1965, 145, Oxford Street, London, W.1. (Tel. Gerrard 7281).

LONDON: INTERNATIONAL SPORTS FESTIVAL AND EXHIBITION – August 11-21.
At the Crystal Palace, S.E.19. Apply, Associated Presentations (London) Ltd., Loyalty House, 7 Ship Tavern Passage, London, E.C.3. (Tel. Mincing Lane 4931).

Textiles, Clothing and Accessories

LONDON AND PROVINCES: BRITISH FASHION WEEKS ('LONDON PRESENTS') – May/October/November.
Apply, Mr. A. T. Elvy, Apparel and Fashion Industry's Association and British Export Group, 92, New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

HARROGATE: N.A.O. CONVENTION AND EXHIBITION (Men's and Boys' Wear Exhibition) – September 21-23.
* At Exhibition Hall. Apply, National Association of Outfitters, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2981).

LONDON: JUNIOR FASHION FAIR – October 25-28.
* At Horticultural Society's New Hall, S.W.1. Apply, National Children's Wear Association, 40-42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

Transport

BLACKPOOL: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – May 5-9.
† At Winter Gardens. Apply, British Cycle and Motor Cycle Industries Association, Starley House, Eaton Road, Coventry (Tel. Coventry 27427-8-9).

BRIGHTON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – September 15-19.
At Exhibition Hall. Apply, British Cycle and Motor Cycle Industries Association, Starley House, Eaton Road, Coventry (Tel. Coventry 27427-8-9).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 20-30.
* At Earls Court. Apply, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

GLASGOW: SCOTTISH MOTOR EXHIBITION – November 12-20.
† At Kelvin Hall. Apply, The Secretary, The Scottish Motor Trades Association, 3 Palmer· · Place. Edinburgh 12. Tel. Edinburgh/Caledonian 3643/4).

Watch and Jewellery

LONDON: INTERNATIONAL WATCH & JEWELLERY TRADE FAIR – September 13-17.
* At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 9-11.
* At Olympia. Apply, 'Cage and Aviary Birds', Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. Waterloo 3333).

1966—General

MANCHESTER: BRIGHTER HOMES EXHIBITION – March 8-26.
* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

1966—Specialized

Amusements

LONDON: AMUSEMENT TRADES EXHIBITION – January 25-27.
* At New Horticultural Hall, S.W.1. Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524/5).

Boats

LONDON: INTERNATIONAL BOAT SHOW – January 5-15.
* At Earls Court. Apply, National Boat Shows Ltd., 44, Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

Building and Public Works

MANCHESTER: BUILDING TRADES EXHIBITION – October 11-22.
† At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 14-19.
† At Olympia. Apply, Municipal Agency Ltd., 3 Clements Inn, London, W.C.2 Tel. Chancery 1200).

Electrical, including Electronics

LONDON: INTERNATIONAL ELECTRICAL ENGINEERS (A.S.E.E.) EXHIBITION – March 23-30.
† At Earls Court. Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25, Museum Street, London, W.C.1. (Tel. Museum 3450).

(Continued on next page)

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Early in April a Sample Exhibition of gifts and housewares, jewellery and toiletries was held in Milan prior to the British week there in October 1965. It was organized by the Export Council for Europe and the British Consulate. (See last week's Board of Trade Journal, page 962). Miss Margaret Helps, the managing director of Margaret Helps Showroom Centres Limited, took over products of five members of the West End Showroom Centre and in conjunction with Mr. M. E. C. Ellis, managing director of Cosmetica Export Limited, put on an exhibition for nine manufacturers. Their stand was voted the best and attracted most attention.

Engineering Machinery, Machine Tools

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – April 14-22.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: INTERNATIONAL PIPES, PIPELINES AND PUMPS EXHIBITION – April 18-22.
† At Earls Court. Apply, Technical Exhibitions Ltd., 3/4, Clements Inn, London, W.C.2 (Tel. Chancery 1200).

LONDON: GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 2-11.
* At Olympia. Apply, Gauge & Tool Makers' Association, Standbrook House, 2/3 Old Bond Street, London, W.1. (Tel. Hyde Park 3451).

LONDON: MECHANICAL HANDLING EXHIBITION – May 10-20.
† At Earls Court. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: INTERNATIONAL INSTRUMENTS ELECTRONICS AND AUTOMATION EXHIBITION – May 23-28.
At Olympia. Apply, Industrial Exhibitions Ltd., 9, Argyll Street, London, W.1 (Gerrard 1622).

LONDON: INTERNATIONAL CHEMICAL & PETROLEUM ENGINEERING EXHIBITION – June 15-24.
At Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION AND CONFERENCE – September 12-16.
† At Olympia. Apply, Commercial Exhibitions Ltd., The Tower, Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

Floor Coverings

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERING FAIR – CARPEX '66 – February 21-25.
* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: INTERNATIONAL HOTEL & CATERING EXHIBITION – January 18-27.
† At Olympia. Apply, Hotel & Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

MANCHESTER: DELICATESSEN EXHIBITION – March 28-April 1.
* At Belle Vue. Apply, Delicatessen Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

MANCHESTER: LICENSED VICTUALLERS FAIR – March 28-April 1.
* At Belle Vue. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 19-30.
* At Kelvin Hall. Apply, Scottish Trades' Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

MANCHESTER: NORTH'S FOOD FAIR 32ND GROCERS' EXHIBITION – May 10-21.
† At Belle Vue. Apply, Alban Curtis, M.S.M.A., F.G.I., Grocers' & Allied Trade Exhibition, 392 Corn Exchange, Manchester 4. (Tel. Blackfriars (Manchester) 4969).

LONDON: BRITAIN'S FOOD FAIR – August 30-September 14.
† At Olympia. Apply, J. Awdry, Esq., Britain's Food Fair, 3, Lygon Place, S.W.1 Tel. Sloane 6117).

Gifts, Fancy Goods, Toys

HARROGATE: INTERNATIONAL TOY FAIR – January 8-13.
* Apply, G. Wilkinson, Esq., Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel. Monarch 8921).

BRIGHTON: BRITISH TOY FAIR – January 30-February 3.
* Apply, J. A. Glanfield, Esq., British Toy Fairs (International) Ltd., 94 Hatton Garden, London, E.C.1. (Tel. Chancery 9158).

BLACKPOOL: INTERNATIONAL GIFTS FAIR – January 31-February 4.
* At Winter Gardens. Apply, Trade Promotion Services Ltd., St. Dunstan's House, Carey Lane, London, E.C.2. (Tel. Monarch 8391).

Homes, Household and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – April 25-29.
* At Olympia. Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2).

Hospital and Medical

LONDON: INTERNATIONAL OPTICAL TRADE FAIR – July 5-8.
At Grosvenor House, London, W.1. Apply, Ophthalmic Exhibitions Ltd., Columbia House, 69, Aldwych, London, W.C.2 (Tel. Chancery 6146).

Laundry, Dry Cleaning

LONDON: INTERNATIONAL LAUNDRY, DRY CLEANING & ALLIED TRADES EXHIBITION – July 14-23.
At Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Leather, Leather Goods and Footwear

BLACKPOOL: INTERNATIONAL SLIPPER FAIR – January 17-20.
† At Imperial Hotel. Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2. (Tel. Shoreditch 2071).

LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – February.
* At Mount Royal Hotel, W.1. Apply, The Leather Goods, Luggage and Handbag Fair, Leather Trades House, 9 St. Thomas Street, London, S.E.1. (Tel. Hop 1582).

Office Equipment and Business Efficiency

LEEDS: BUSINESS EFFICIENCY EXHIBITION – March 21-25.
At Queen's Hall. Apply, Business Equipment Trades Association, 64, Cannon Street, London, E.C.4 (Tel. Central 7771/2).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 4-12.
* At Olympia. Apply, Business Equipment Trades Exhibition, 64, Cannon Street, London, E.C.4 (Tel. Central 7771/2).

Scientific Instruments

LONDON: THE PHYSICS EXHIBITION – March 28-31.
* At Alexandra Palace. Apply, The Institute of Physics and the Physical Society, 47 Belgrave Square, London, S.W.1. (Tel. Belgravia 6111).

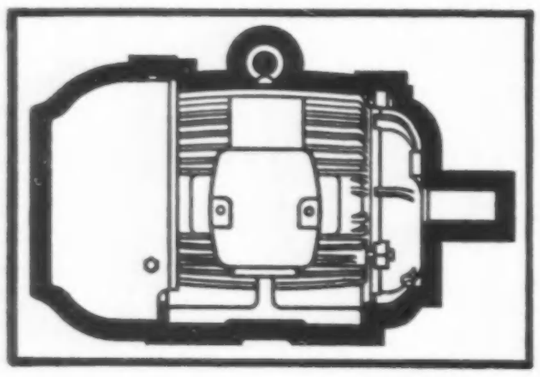
Textiles, Clothing and Accessories

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – IMBEX – February 21-25.
* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

BRIGHTON: SMALLWARES TRADE FAIR – February 28-March 3.
* At Metropole Hotel. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4 (Tel. Fleet Street 1555).

Transport

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 23-October 1.
† At Earls Court. Apply, A. A. Goode, Esq., Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1 (Tel. Belgravia 6611).



EASY TO INSTALL
ECONOMICAL TO RUN

BROOK MOTORS LTD HUDDERSFIELD

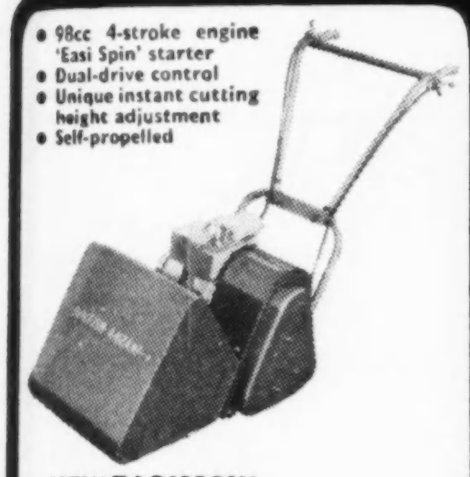
BROOK ELECTRIC MOTORS

65/8

BRITISH ANZANI

NEW WISPA 14"
battery electric

- Quietest self-propelled mower available
- Unique, instant cutting height adjustment
- Exclusive, high efficiency two-speed motor
- Dual-drive control
- Built in 3 amp automatic charger
- One charging mows half an acre of lawn

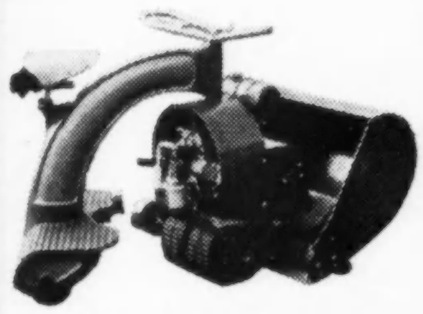


- 98cc 4-stroke engine 'Easi Spin' starter
- Dual-drive control
- Unique instant cutting height adjustment
- Self-propelled

NEW EASIMOW
14" petrol

NEW '65 RANGE OF RIDEABLE & SELF-PROPELLED LAWN MOWERS

- Two drive wheels for increased traction and stability
- Differential for manoeuvrability
- Smooth take-up clutch
- Power to spare 150cc 4-stroke engine

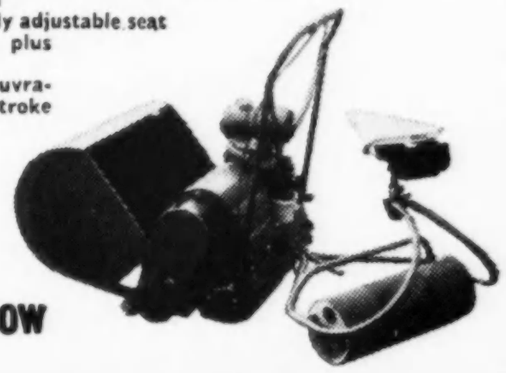


re-styled **LAWNRIDER**
Mk3. 18" & 24" petrol

- Recoil start – 150cc 4-stroke engine
- Self propelled
- Smooth take-up clutch
- Large capacity grass box

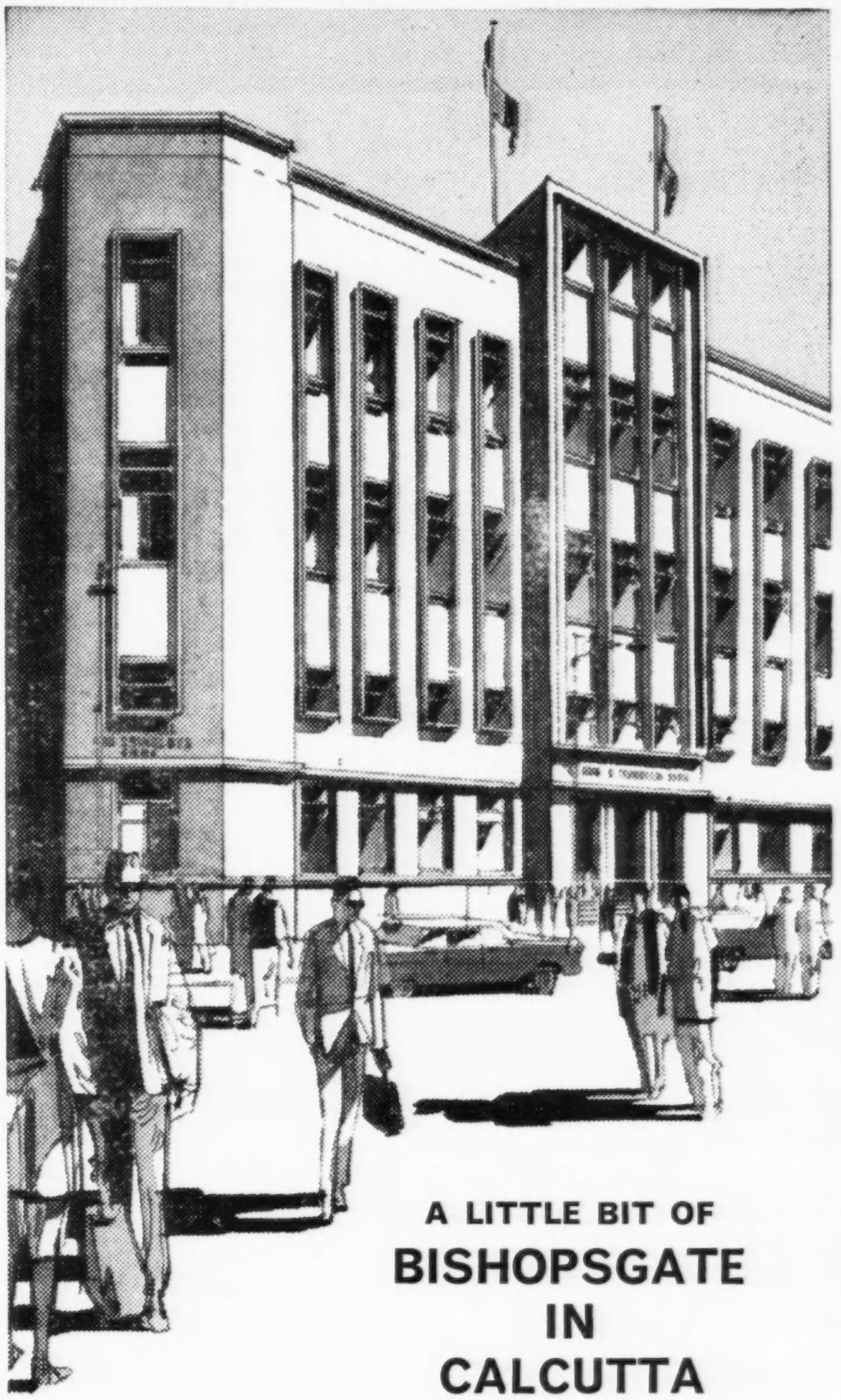
re-styled **POWERMOW**
Mk3. 24" petrol

- Rideable or converts to self-propelled pedestrian model
- Close-coupled fully adjustable seat
- Two clutches – plus dual-drive
- Extreme manoeuvrability 150cc 4-stroke engine



NEW RIDAMOW
24" petrol

British Anzani Engineering Co. Ltd.,
AYLESFORD MAIDSTONE KENT Maidstone 7521



A LITTLE BIT OF BISHOPSGATE IN CALCUTTA

It was in 1863 that National and Grindlays opened its first branch in Calcutta. Long enough ago to become identified with the country, to become part of its daily life, to know its people, its commerce and its needs.
Whatever your need, whether the most detailed market information or simply travellers' cheques, the fully comprehensive banking service of National and Grindlays is ready to meet your requirements through a wide network of branches in India and elsewhere in Asia and Africa.

NATIONAL AND GRINDLAYS BANK LIMITED

HEAD OFFICE: 26 BISHOPSGATE, LONDON, E.C.2.

Branches in INDIA · PAKISTAN · CEYLON · ADEN · SOMALIA KENYA · UGANDA · TANZANIA · ZAMBIA · RHODESIA

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Associated Banks: Lloyds Bank Limited · National Provincial Bank Limited

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Morocco

THE trade agreement between the United Kingdom and Morocco, signed in London on January 9, 1961, has been renewed for a further period of one year with effect from January 1, 1965.

A list of the quotas concerning British goods is set out below.

Because of balance of payments difficulties the Moroccan authorities at present confine imports from all sources to a limited range of goods. (The goods in this range were notified in the *Board of Trade Journal* of December 11 and January 22.) Because of these non-discriminatory restrictions certain quotas for British goods are not at present effective.

Product	Quota
	£
1. Cod and herrings, smoked, salted or in brine (except canned herrings)*	4,000
2. Sauces, condiments and pickles*	18,000
3. Honey*	5,000
4. Sugar, chocolate and confectionery*	20,000
5. Marmalade and jams (except jams of orange, apricot, plum and grapefruit)*	7,500
6. Animal foodstuff concentrates*	10,000
7. Tonic foods	20,000
8. Beer and stout, de luxe*	3,000
9. Whisky and gin	200,000
10. Woollen piece-goods	130,000
11. Linoleum and oil cloth†	35,000
12. Haberdashery†	5,000
13. Clothing and hosiery	25,000
14. Iron and cast-iron articles (excluding those for which there are quotas on the Moroccan General Import programme)†	22,000
15. Razors and razor blades (except electric razors)	15,000
16. Hand tools (except shovels)	6,000
17. Hurricane lamps, pressure lamps of all kinds, radiators and other heating equipment (of types not made in Morocco)	20,000
18. Domestic sewing machines	40,000
19. Refrigerators, electric household appliances, including washing machines and air conditioners, radio receivers, television equipment, dry batteries of 10 volts or less, electric lamps†	320,000
20. Dry batteries of more than 10 volts*	200,000 units (est. value £180,000)
21. Safes and strongroom equipment	5,000
22. Gramophones, records, pick-ups and record players†	30,000
23. Sporting weapons and ammunition	17,000
24. Furniture (except metal furniture)*	5,000
25. Stationery and office equipment (except pencils)†	11,000
26. Sports goods†	15,000
27. Steel cables	5,000
28. Yarn, twine and rope of nylon	12,000
29. Fair	200,000
30. Miscellaneous	100,000
31. Certain dependent territories	75,000

NOTES:
* Import licences are not available at present for products of this quota.
† Import licences are not available at present for certain products of this quota.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel City 5757, Ext. 479-481).

Spain and Algeria

A FIRST TRADE AGREEMENT between Spain and Algeria was signed in Madrid on April 7.

The Spanish Ministry of Commerce publication *Informacion Comercial Espanola* reports that the Agreement embodies two full lists of the goods to be exchanged between the two countries and that these lists are in no way restrictive. Payment is to be made in convertible currency in accordance with the regulations of the International Monetary Fund.

The lists have now been published but the report goes on to say that Spanish exports to Algeria will be made up principally of livestock, fertilizers, chemical products, preserved foodstuffs, thread, textiles, ready-made clothing, all kinds of machinery, internal combustion and electric-powered engines, special vehicles and optical instruments. Algerian exports to Spain are to consist mainly of cereals, vegetable products, scrap metal, crin vegetal and various manufactured goods.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479 and 480).

Algeria and USSR

THE BRITISH EMBASSY in Moscow reports the signing on March 25 of a trade protocol for 1965 between the USSR and Algeria.

The protocol is understood to provide for the level of trade between the two countries to double compared with 1964. As in previous years Soviet exports to Algeria will include machinery and equipment, rolled ferrous metals, timber, newsprint, cloth, sugar, medicines, medical equipment and consumer durables. Algeria will export to the USSR oranges, dates, figs, fruit juice, cork products, paper, tobacco products and various manufactured goods.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, London (Tel. Abbey 7877, Ext. 2617), quoting reference CRE 7428/G.

Tunisia and Japan

THE TUNISIAN *Journal Officiel* of April 6 announced the renewal, for a further year from April 1, of the trade agreement of 1960 between Tunisia and Japan. Quotas under the agreement remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E 49, Hillgate House, 35 Old Bailey, London, E.C.4. quoting reference CRE 7877/G.

THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (*R. S. Hutton. Recollections of a technologist*. 1964.)

The author is referring to the early 1900's, *but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents and consultants.* 122,000 *came in* 1964. *Without formality your staff can have personal access to ten miles of current scientific and technical literature, including* 9,000 *series of up-to-date periodicals and many books and patent specifications. Photocopies at* 9d. *a page can be provided quickly by post and immediately to personal callers.*

*The Library is at Southampton Buildings, Chancery Lane, W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

TRINIDAD AND TOBAGO

Customs Ordinance

IT IS REGRETTED that some discrepancies occurred in paragraphs (a) and (b) of the notice amending the Trinidad and Tobago Customs Ordinance (see *Board of Trade Journal*, April 30, pages 980/1). A corrigendum will be published as soon as possible.

Inquiries about the above notice should be adressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

India and Tunisia

A TUNISIAN Trade Delegation recently visited India to review the working of the Trade Agreement between the two countries. As a result, the Agreement is extended with the understanding that trade exchanges between the two countries should be double those of 1964 during 1965.

Czechoslovakia and Sierra Leone

THE CZECHOSLOVAKIAN press reports that a trade agreement between Czechoslovakia and Sierra Leone was signed in Prague on April 9. This is the first agreement concluded between the two countries.

Czechoslovakia will export to Sierra Leone engineering products, particularly agricultural machinery, minor investment units and consumer goods such as textiles, footwear, glass and ceramics. In return Sierra Leone will export to Czechoslovakia agricultural produce, oil seeds, cocoa, coffee and industrial diamonds.

No further details are available.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267) quoting reference CRE 13031/G.

Czechoslovakia and China

THE CZECHOSLOVAKIAN press reports that an agreement on the exchange of goods and payments between Czechoslovakia and China for 1965 was signed in Prague on April 8. The agreement provides for an increased exchange of goods during the year.

Czechoslovakia will export to China, vehicles, diesel aggregates, machine tools, rolled material and measuring apparatus. In return China will export to Czechoslovakia food, various oils, non-ferrous metals and consumer goods.

No further details are available.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, London, S.W.1 (Tel. Abbey 7877, Ext. 2267) quoting reference CRE 5615/G.

China and Poland

IT WAS ANNOUNCED in the Polish press recently that a trade and payments agreement was signed on March 16 between Poland and the People's Republic of China. The announcement forecasts a considerable increase in trade turnover during the coming year.

Poland is to supply China with cars, tractors, diesel engines, ships, spare parts for machinery and transport equipment, machine tools, equipment for sugar factories, building machines, mining machines, excavators, tower cranes, coal combines and textiles. In return, China will supply non-ferrous metal ores and concentrates, minerals, agricultural foodstuffs, silk and cotton fabrics, tea, animal casings, wool, pork, cotton clothing, fountain pens, vacuum flasks and toys.

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2226), quoting reference CRE 5619/G.

Pakistan and Indonesia

A CONFERENCE on Economic and Cultural Co-operation between Pakistan and Indonesia was concluded on March 9 in Lahore. As a result of this Conference, a Protocol was annexed to the Trade Agreement between the two countries incorporating the decisions made on increased trade. Part of the Protocol provides a list of items which are to be imported and exported between the two countries. This list can be seen at and any further queries about this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

British Commercial Representative in Madras

THE Post Office Box Number in the postal address of the British Commercial Representative in Madras has been changed to 5038.

What's a Port got to do with Rail Rates? Believe us! Plenty!

If you have cargo for New York, Boston or Philadelphia, don't read this! But these great ports are not America and your cargo destined for industrial centers far inland should move by the most direct and economical rail routings.

Chemicals to St. Louis? From the East Coast $ 35.40 per ton, from Savannah $ 24.00 (you save $ 11.40 per ton). Or, Iron and Steel Articles to Chicago? From the East Coast $ 24.00 per ton, from Savannah $ 17.80 (you save $ 6.20 per ton). Or, Machine Tools to Chattanooga? From the East Coast $ 36.60 per ton, from Savannah $ 21.20 (you save $ 15.40 per ton).

A good port has modern equipment – we have it. A good port provides fast turnover – we have it.

A good port thinks of everything, including rail rates. We do. Do you?

For further information concerning the Georgia Ports and their hinterland, contact the Man from Georgia, Laurence W. Magrath, your personal consultant.

THE PORTS OF GEORGIA
GEORGIA PORTS AUTHORITY

Laurence W. Magrath, European Director, 532 Bonn/Bad Godesberg, Ruengsdorfer Str. 53b, Germany. Telephone: Bad Godesberg 69344.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

(84/65) Consultancy Service for Argentine National Road Authority. December 1. E.S.B. 15173/65.

Postmaster-General's Department:

(82/65) Valves and Air Connectors. (Further Information.) E.S.B. 13013/65.*

(82/65) Wire. (Further Information.) E.S.B. 13378/65.*

BURMA

(84/65) Concrete Mixers for Union of Burma Railway Board. June 7. E.S.B. 15196/65.*

(84/65) Tools for Defence Department. May 31. E.S.B. 14803/65.*

People's Stores Corporation:

(80/65) Electrical Equipment. May 31. E.S.B. 14619/65.*

(84/65) Lenses. June 7. E.S.B. 15195/65.*

(84/65) Rubber Hose. June 7. E.S.B. 15197/65.*

(84/65) Axle Box Covers. June 7. E.S.B. 15198/65.*

(81/65) Road Roller. May 24. E.S.B. 14805/65.*

(81/65) Wheel Cutter, etc. May 20. E.S.B. 14806/65.*

(81/65) Vehicles. May 31. E.S.B. 14620/65.*

(82/65) Wires. May 25. E.S.B. 14695/65.*

CEYLON

(83/65) Civil Engineering Works for Department of Government Electrical Undertakings. (Further Information.) Closing date postponed to June 15. E.S.B. 35942/64.

(82/65) Milk (Powdered) for National Milk Board. (Further Information.) Tender documents now available. E.S.B. 13568/65.*

(83/65) Pumps for Directorate of Fisheries. May 21. E.S.B. 15143/65.*

(83/65) Steel Rounds and Flats for Government Stores Department. July 20. E.S.B. 15144/65.

Transport Board:

(82/65) Paints. (Further Information.) Tender documents now available. E.S.B. 13575/65.*

(81/65) Printing Equipment. May 26. E.S.B. 14819/65.*

Ministry of Land, Irrigation and Power:

(82/65) Air-conditioning Plant. June 8. E.S.B. 14807/65

(84/65) Construction of Tunnel and Surge Shaft. (Further Information.) Closing date now June 15. E.S.B. 26990/64.

Ministry of Health:

83/65 Dental Equipment. (Further Information.) Tender documents now available. E.S.B. 13578/65.*

(83/65) Emetine Hydrochloride, etc. July 20. E.S.B. 14876/65.

(83/65) X-ray Equipment. July 20. E.S.B. 14877/65.*

(83/65) Water Supply Scheme. May 25. E.S.B. 14878/65.*

COLOMBIA

(83/65) Aerial for Empresa de Energia de Bogota. May 26. E.S.B. 15174/65.

(82/65) Sluice Gates for Corporacion Autonoma Regional de Costalles. May 20. E.S.B. 14831/65.*

(84/65) Telephones for Ministry of Communications. May 21. E.S.B. 15193/65.

COSTA RICA

(82/65) Power Sub-station for Junta Administrativa de Servicios Electricos. May 21. E.S.B. 14818/65.*

Instituto Costarricense de Electricidad:

(80/65) Fibre Tubes. May 20. Tender documents (in Spanish) available. E.S.B. 14435/65.*

(82/65) Hose Pipe. May 19. E.S.B. 14662/65.*

(84/65) Lining and Reinforcement Works. May 29. E.S.B. 15421/65.*

(81/65) Telecommunication Equipment. (Further Information.) Tender documents now available. E.S.B. 13542/65.*

CYPRUS

(83/65) Drawing Instruments and Equipment for Ministry of Agriculture and Natural Resources. May 29. E.S.B. 14885/65.*

(83/65) Surveying Instruments for President of the Tender Board. May 29. E.S.B. 14887/65.*

FORMOSA

Central Trust of China:

(83/65) Battery Parts; Hand Tools. May 19. E.S.B. 14847/65.*

(80/65) Chemicals. May 21. E.S.B. 14622/65.*

(80/65) Tyres and Wheels. May 24. E.S.B. 14623/65.*

(80/65) Steel Casing. May 26. E.S.B. 14627/65.*

(82/65) Laboratory Appliances and Apparatus. May 21. E.S.B. 14849/65.*

(82/65) Polystyrene. May 21. E.S.B. 14632/65.*

(80/65) Return Bends. May 26. E.S.B. 14630/65.*

(80/65) Pumps. May 25. E.S.B. 14631/65.*

(80/65) Foam Fabric Sealing. May 19. E.S.B. 14629/65.*

(84/65) Recording Instruments. May 25. E.S.B. 15403/65.*

(84/65) Flexible Hose. May 28. E.S.B. 15405/65.*

(84/65) Railway Rails. May 27. E.S.B. 15409/65.*

(84/65) Condenser Tubes. May 25. E.S.B. 15404/65.*

(84/65) Steel Pipe. May 24. E.S.B. 15411/65.*

(83/65) Spectrophotometer. May 20. E.S.B. 14875/65.*

(81/65) Tube Seal System. May 24. E.S.B. 14624/65.*

(81/65) Tractors. May 22. E.S.B. 14625/65.*

(81/65) Accounting Machine Cards. May 19. E.S.B. 14628/65.*

(81/65) Weighing and Packing Machine. May 20. E.S.B. 14621/65.*

(84/65) Valves. May 24. E.S.B. 15401/65.*

(84/65) Potassium Sulphate. May 25. E.S.B. 15402/65.*

(84/65) Lead Pipe. May 24. E.S.B. 15410/65.*

(84/65) Steel Tubes. May 25. E.S.B. 15200/65.*

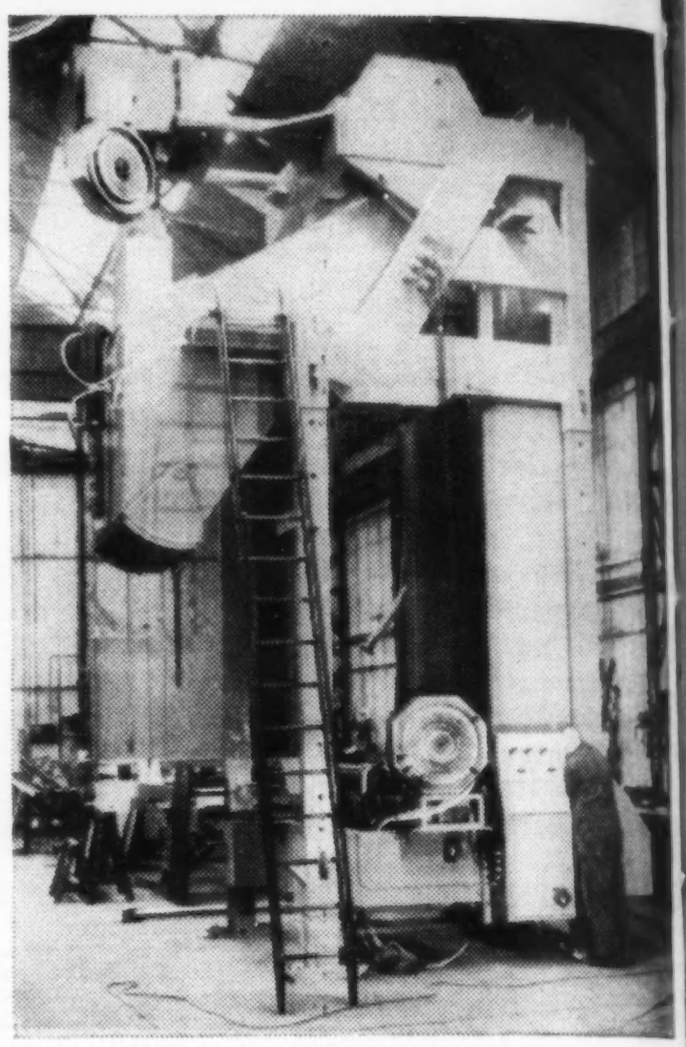
FRANCE

(83/65) Cables and Accessories for Allied Forces Headquarters, Central Europe. May 24. E.S.B. 14895/65.*

GREECE

Ministry of Trade:

(84/65) Antifriction Metal. June 1. E.S.B. 15188/65.*



The first of the dry-batch concrete mixing machines (a 'Centromat' model 344D), developed by Johnson Machinery Ltd., being erected in their Stockport works before being exported to Kuwait. The contract includes the conveyors for delivering the ready batched constituents to either of two block-making plants.

(84/65) Metal Work Machinery. June 3. E.S.B. 15190/65.*

(84/65) Machine Tools; Furnaces; Measuring Equipment. June 4. E.S.B. 15191/65.*

(84/65) Telephone Switchboards and Sets. June 18. E.S.B. 15187/65.*

(83/65) Typewriters and Calculating Machines. May 19. E.S.B. 14893/65.*

(83/65) Rubber Tyres and Airtubes. May 31. E.S.B. 14896/65.*

(83/65) Paper Machinery. May 29. E.S.B. 14898/65.*

HONG KONG

(82/65) Propellers for Stores Department. May 21. E.S.B. 14643/65.*

INDIA

(83/65) Centrifugal Fans for National Coal Development Corporation Ltd. May 28. E.S.B. 15125/65.*

(84/65) Dam Gates and Hoists for Tons Civil Construction Circle. (Further Information.) Tender documents now available. E.S.B. 9995/65.*

(80/65) Electrical Equipment for Central Railways. (Further Information). Tender documents now available. E.S.B. 12467/65.*

(80/65) Generating Sets for U.P. State Electricity Board. June 14. E.S.B. 14461/65.

(84/65) Laboratory Equipment for Regional Engineering College, Calicut, Kerala. May 30. E.S.B. 15177/65.

(80/65) Machine Tools, Pumps, Diesel Engines, etc. for Rajasthan Underground Water Board. May 24. E.S.B. 14462/65.

(84/65) Pumps for Public Works Department, Andhra Pradesh. June 5. E.S.B. 15179/65.

(83/65) Radio Relay System for the Western Railway. (Further Information.) Closing date postponed to June 30. E.S.B. 7617/65.*

(82/65) Tin Ingots for Hindustan Cables Ltd. May 24. E.S.B. 14842/65.*

(82/65) Transformers for Kerala State Electricity Board. May 28. E.S.B. 14841/65.

Beas Purchase Organization:

(80/65) Vulcanizing Equipment. June 9. E.S.B. 14487/65.

(80/65) Winches. (Further Information.) Tender documents now available. E.S.B. 11741/65.*

(*Continued on page* 1034)

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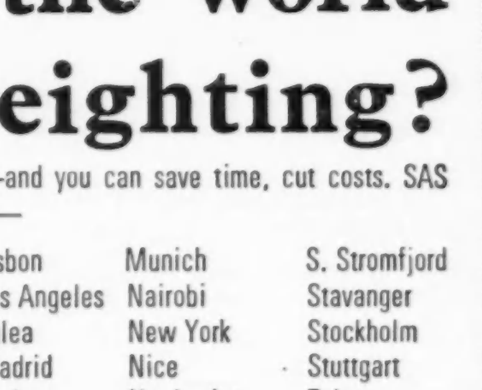

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(83/65) Pulling Machine. May 26. E.S.B. 14606/65.
(82/65) Transformer. May 27. E.S.B. 14499/65.
Punjab State Electricity Board:
(80/65) Conductor Wire. June 28. E.S.B. 14467/65.
(82/65) Transformers. July 26. E.S.B. 14827/65.
Ministry of Railways:
(83/65) Metal Slab. (Further Information.) Closing date postponed to July 1. E.S.B. 13513/65.
(83/65) Steel Shapes. (Further Information.) Tender documents now available. E.S.B. 13360/65.*
Directorate Supplies and Disposals:
(82/65) Aluminium Rods. May 22. E.S.B. 14830/65.*
(82/65) Portable Electro-dynamo Ammeter/Voltmeter. June 4. E.S.B. 14896.
(80/65) Balancing Machine. (Further Information.) Tender documents now available. E.S.B. 13817/65.*
(80/65) Strain Gauges. May 24. E.S.B. 14486/65.
(84/65) Cranes June 15. E.S.B. 15180/65.*
(80/65) Generators. June 8. E.S.B. 14485/65.
(82/65) Planer and Thicknessing Machines. June 5. E.S.B. 14828/65.
Atomic Energy Establishment, Trombay:
(84/65) Steel Plates. June 7. E.S.B. 15152/65.
(84/65) Pumping Sets. June 4. E.S.B. 15154/65.
(82/65) Steel Manufactures. (Correction.) Tender documents now available. E.S.B. 13832/65.*
(84/65) Zirconium Sponge. May 25. E.S.B. 15158/65.
(84/65) Epoxy Paint. May 28. E.S.B. 15159/65.
(84/65) Sweep Signal Generator. (Further Information.) Tender documents now available. E.S.B. 13836/65.*
(84/65) Phase Meter. (Further Information.) Tender documents now available. E.S.B. 13837/65.*
(84/65) Measuring Comparator. (Further Information.) Tender documents now available. E.S.B. 13838/65.*
(84/65) Platinum Sheet. (Further Information.) Tender documents now available. E.S.B. 14119/65.*

IRAN

Ministry of Posts, Telegraphs and Telephones:
(82/65) Radio Equipment. Closing date postponed to June 2. E.S.B. 6178/65.
(81/65) Motor Generators. (Further Information.) Closing date postponed to June 23. E.S.B. 10389/65.*

IRAQ

(83/65) Dairy Plant Equipment for Dairy Administration. (Further Information.) Tender documents now available. E.S.B. 12741/65.*
(82/65) Drainage Project for Ministry of Municipal and Village Affairs. July 8. E.S.B. 14677/65.
Ministry of Municipal and Rural Affairs:
(82/65) Electrical Sets. July 27. E.S.B. 14679/65.
(82/65) Transformers. June 1. E.S.B. 14678/65.
Administration of Distribution of Oil Products:
(82/65) Engine Oil. May 23. E.S.B. 14675/65.
(82/65) Gas Cylinders. May 22. E.S.B. 14674/65.
(82/65) General Material. May 19. E.S.B. 14644/65.
(82/65) Mercury Lamps. June 2. E.S.B. 14676/65.
Defence Ministry:
(83/65) Grinding Machines. (Further Information.) Tender documents now available. E.S.B. 13529/65.*
(82/65) Spares for IHC Wrecker. June 9. E.S.B. 13546/65.
(83/65) Stitching Machine. (Further Information.) Tender documents now available. E.S.B. 13531/65.*
(83/65) Tarpaulin. (Further Information.) Tender documents now available. E.S.B. 13545/65.*
(83/65) Vehicle Spare Parts. June 16. E.S.B. 13530/65.*
(83/65) Cooking Pots. (Further Information.) Tender documents now available. E.S.B. 13532/65.*
(84/65) Water Supply Scheme for Tipperary South Tender documents now available. E.S.B. 13544/65.*

IRISH REPUBLIC

(83/65) Office Machinery. (Further Information.) Riding County Council. July 15. E.S.B. 15160/65.

KOREA

Office of Supply:
(83/65) Photographic Equipment. May 20. E.S.B. 15146/65.*
(84/65) Telephone Cables and Material. May 27. E.S.B. 15147/65.*
(84/65) Rubber-making Machinery and Equipment. June 16. E.S.B. 15181/65.*
(83/65) Testing and Measuring Instruments. May 25. E.S.B. 14899/65.*

KUWAIT

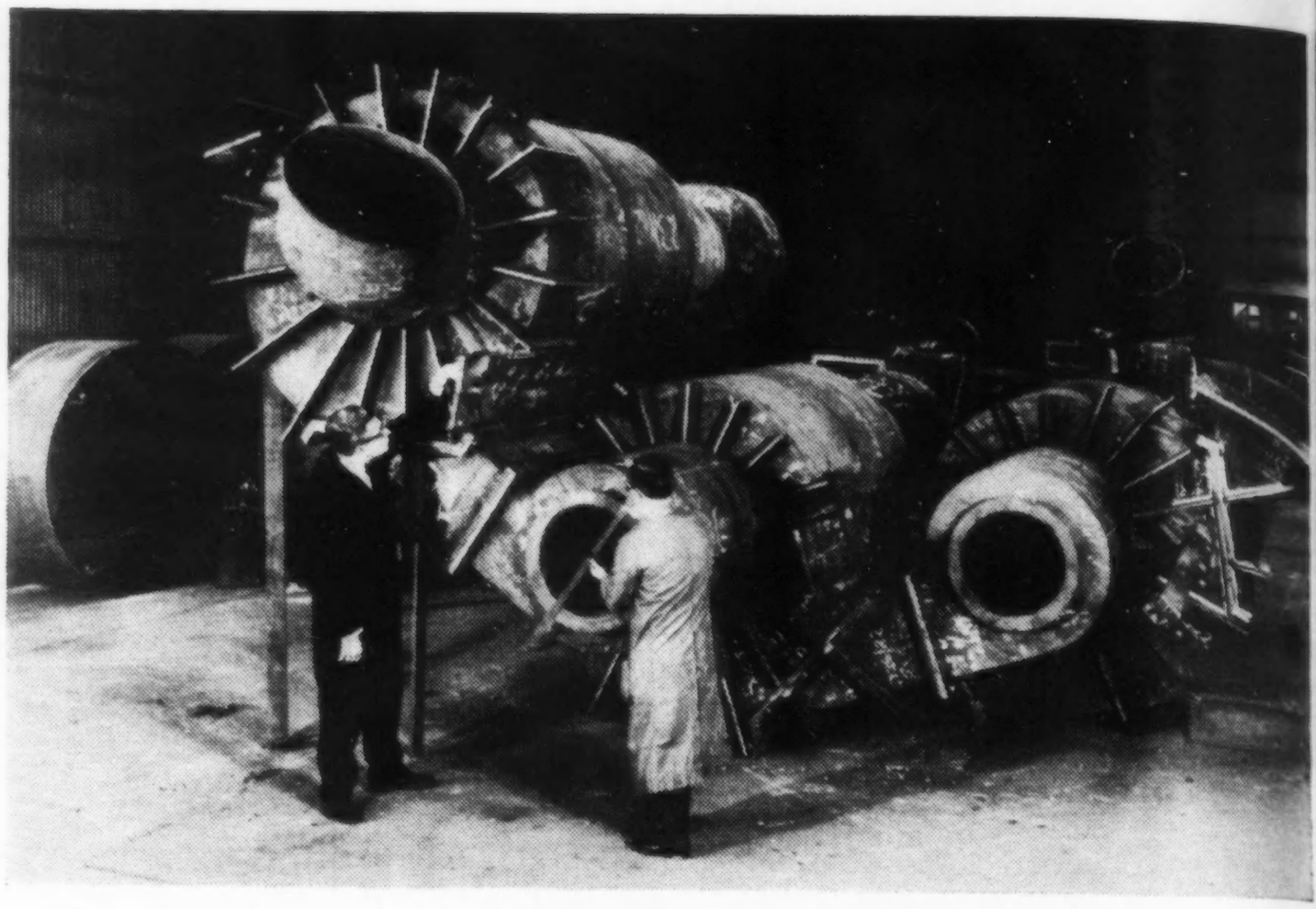
(82/65) Pipeline Construction for Ministry of Electricity and Water. May 30. E.S.B. 14879/65.*

LEBANON

(82/65) Transmitter for Administation des Adjudications. June 12. E.S.B. 14672/65.*
Conseil Executif des Grands Projets:
(81/65) Power Line Installation. May 31. E.S.B. 14683/65.
(81/65) Power Line Installation. May 24. E.S.B. 14684/65.

LIBYA

(84/65) Electrical Materials for Electricity Corporation of Tripolitania. May 24. E.S.B. 15130/65.
Central Tenders Board:
(84/65) Power Station. July 26. E.S.B. 15132/65.
(84/65) Power Stations. June 5. E.S.B. 15134/65.



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MALAYSIA

(81/65) Computers for Employees' Provident Fund Board. Closing date not known. E.S.B. 14673/65.
(84/65) Factory Construction for Federal Land Development Authority. (Further Information.) Closing date postponed to May 31. Tender documents now available. E.S.B. 14664/65.*
(82/65) Pumping Equipment for Public Works Department, Singapore. May 21. E.S.B. 14634/65.*
Singapore Polytechnic:
(80/65) Surveying Equipment. May 22. E.S.B. 14446/65.
(80/65) Laboratory Equipment. May 22. E.S.B. 14447/65.

MOROCCO

(84/65) Locomotives for Office National des Chemins de Fer. July 1. Tender documents (in French) available. E.S.B. 15420/65.*

MOZAMBIQUE

(83/65) Power Station and Distribution Network Remodelling for Municipal Chamber of Antonie Enes. July 13. E.S.B 15102/65.
Ports, Railways and Transport Department:
(84/65) Auto-Pump Car. June 14. E.S.B. 15106/65.
(83/65) Lorry. May 31. E.S.B. 15105/65.

NEW ZEALAND

(80/65) Auckland Harbour Re-development for the Auckland Harbour Board. January 28, 1966. E.S.B. 20201/64.*
(80/65) Cotton Sheeting for the Ministry of Works. May 21. E.S.B. 14615/65.*
(80/65) Sewage Plant Equipment for Levin Borough Council. June 28. E.S.B. 14618/65.*
(83/65) Steel for New Zealand Railways. June 16. E.S.B. 15235/65.*
(82/65) Switchgear for Municipal Electricity Department. May 25. E.S.B. 14834/65.*
(84/65) Transmission Line Towers for Dunedin City Corporation Electricity Department. June 21. E.S.B. 15419/65.*
General Post Office:
(82/65) Fibrous and Chemical Allied Material. May 24. E.S.B. 14816/65.*
(84/65) Headphones. May 27. E.S.B. 15192/65.*
Protractors. May 21. E.S.B. 14670/65.*

PAKISTAN

(82/65) Telephone Head Sets for Telegraph and Telephone Department. (Further Information.) Tender documents now available. E.S.B. 13861/65.*

RHODESIA

(82/65) Transformers for Electricity Supply Commission. May 26. E.S.B. 14822/65.*
Rhodesia Tender Board:
(82/65) Hospital Equipment. May 20. E.S.B. 14824/65.*
(82/65) Hospital Equipment. May 20. E.S.B. 14825/65.*
(82/65) Spares and Shovels. May 20. E.S.B. 14823/65.*

SOUTH AFRICA

(81/65) Mobile Cranes for South African Railways. May 21. E.S.B. 14635/65.*
Cape Provincial Tender Board:
(84/65) Kitchen Equipment. May 21. E.S.B. 15412/65.*
(84/65) Lathes. May 21. E.S.B. 15413/65.*
State Tender Board:
(84/65) Air Compressor and Receiver. May 28. E.S.B. 15172/65.*
(84/65) Balance. May 20. E.S.B. 15415/65.*
(84/65) Film. May 19. E.S.B. 15417/65.*
(84/65) Butterfly Valves. May 20. E.S.B. 15164/65.*
(83/65) Electrical Equipment. May 20. E.S.B. 15168/65.*
(83/65) Electrical Equipment. May 21. E.S.B. 15142/65.*
(83/65) Deck Clocks. May 21. E.S.B. 14853/65.*
(82/65) Ball Mill. May 19. E.S.B. 14860/65.*
(84/65) Metering Nozzles and Pipes. May 20. E.S.B. 15163/65.*
(83/65) Diamond Drills. May 20. E.S.B. 15165/65.*
(83/65) Radio Equipment. May 21. E.S.B. 15139/65.*
(83/65) Electrical Equipment. May 21. E.S.B. 15140/65.*
(83/65) Electrical Equipment. May 21. E.S.B. 15141/65.
(82/65) Vibrators. July 1. E.S.B. 14851/65.*

SPAIN

(83/65) Canal Works; Rail Coaches for Junta de Obras del Puerto Sevilla. May 21. E.S.B. 15122/65.
Ministry of Public Works:
(81/65) Constructional Project — Irrigation Works at Motril and Salobrena (Granada). May 31. E.S.B. 13894/65.
(83/65) Construction Equipment and Machinery. May 24. E.S.B. 15124/65.
(83/65) Crane. May 19. E.S.B. 15123/65.
(82/65) Road Construction. July 22. E.S.B. 14689/65.*
(82/65) Road Construction. May 19. E.S.B. 14688/65.*
(81/65) Mobile Gangways. May 19. E.S.B. 14690/65.*

SUDAN

(82/65) Pipe Bending Machine for Sudan Railways. May 25. E.S.B. 14863/65.*

THAILAND

State Railway of Thailand:
(84/65) Air Compressor. June 2. E.S.B. 15185/65.*
(83/65) Railway Carriages; Goods Wagons. June 29. E.S.B. 15110/65.
Thailand Tobacco Monopoly:
(84/65) Glycerine. May 19. Tender notice available. E.S.B. 15183/65.*
(84/65) Liquorice Stick. May 19. E.S.B. 15184/65.

TRINIDAD AND TOBAGO

(81/65) **Transformer** for Electricity Commission. June 14. E.S.B. 14685/65.*

TUNISIA

Societe Tunisienne d'Industrie Automobile:
(83/65) Trailers. June 30. E.S.B. 15116/65.*
(83/65) Tippers. June 30. E.S.B. 15117/65.*

UNITED STATES OF AMERICA

(83/65) Rails, Coal Mine Cars, etc., for United Nations Purchase and Transportation Division. May 20. E.S.B. 15137/65.*

URUGUAY

(83/65) Fishplates for Administracion de Ferrocarrules del Estado. June 9. E.S.B. 15111/65.
(83/65) Paints for Administracion Nacional de Puerto. May 28. E.S.B. 15113/65.
Universidad del Trabajo del Uruguay:
(83/65) Printing Machines. May 27. E.S.B. 15114/65.
(83/65) Testing Bench for Diesel Motors. May 20. E.S.B. 15115/65.
(83/65) Vehicles for Ministerio de Obras Publicas. May 28. E.S.B. 15112/65.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

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Afghanistan
(84/65) Agency inquiry for crockery; powdered milk; vegetable oil. E.S.B. 8945/65.

Australia
(83/65) Agency inquiry for light fittings; parts and equipment. E.S.B. 14935/65.
(84/65) Inquiry for computor equipment and components. E.S.B. 14921/65.
(84/65) Inquiry for lathe. E.S.B. 13949/65.
(83/65) Inquiry for ceramic products. E.S.B. 14372/65.
(83/65) Inquiry for hairdresser's equipment; hairdressing sundries. E.S.B. 14241/65.
(80/65) Inquiry for hollow-ware. E.S.B. 13985/65.
(82/65) Manufacture under licence – impact breakers; mining, quarrying and construction equipment. E.S.B. 4814/65.

Austria
(80/65) Agency inquiry for shoe-making machinery and supplies. E.S.B. 13487/65.
(80/65) Inquiry for nickel silver wire. E.S.B. 14080/65.
(80/65) Inquiry for plant protection preparations. E.S.B. 13485/65.
(82/65) Inquiry for castors. E.S.B. 14562/65.
(81/65) Inquiry for whisky. E.S.B. 13486/65.

Belgium
(80/65) Agency inquiry for motor boats. E.S.B. 14392/65.

Bulgaria
(84/65) Foreign Trade Organization. C.R.E. 12497/G.

Canada
(84/65) Agency inquiry for electrical control equipment; industrial thermometers; gauges; pumps and engines. E.S.B. 14926/65.
(81/65) Agency inquiry for valve hardware. E.S.B. 13177/65.
(84/65) Agency inquiry for anaesthetic sundries; surgical instruments. E.S.B. 14796/65.
(82/65) Inquiry for rubber packing material. E.S.B. 14752/65.
(82/65) Inquiry for books; games, toys, model kits; giftware. E.S.B. 14570/65.
(83/65) Inquiry for hardware items; novelty goods; sports equipment; toys and games, etc. E.S.B. 14933/65.
(82/65) Inquiry for chinaware and glassware; fancy goods and giftware; pottery. E.S.B. 14505/65.
(84/65) Inquiry for galvanized steel; industrial knives. E.S.B. 14797/65.
(83/65) Inquiry for heated food containers. E.S.B. 2778/65.
(81/65) Manufacture under licence – bakery products. E.S.B. 11892/65.

Chile
(80/65) Inquiry for fish processing plant; refrigerated vessel. E.S.B. 14244/65.

Cyprus/Hungary
(83/65) Trade Agreement. C.R.E. 13019/G.

Denmark
(81/65) Inquiry for curtain materials. E.S.B. 13989/65.

Finland
(80/65) Agency inquiry for cosmetics and druggists' sundries. E.S.B. 14020/65.

Germany, Federal Republic of
(82/65) Inquiry for shoes; textiles. E.S.B. 13491/65.
(80/65) Inquiry for upholstery leather. E.S.B. 14018/65.
(83/65) Inquiry for tools. E.S.B. 14755/65.
(80/65) Inquiry for moulding compounds. E.S.B. 13774/65.

India
(82/65) Inquiry for galvanizing plant; wire drawing and finishing plant. E.S.B. 27676/64.

Iraq
(84/65) Inquiry for canned goods; feeding bottles; gloves; toothbrushes. E.S.B. 13675/65.

Irish Republic
(80/65) Inquiry for chemists' sundries; pharmaceutical productes. E.S.B. 14295/65.

Israel
(82/65) Inquiry for ball-tube mill. E.S.B. 35793/64.

Italy
(84/65) Agency inquiry for chemical products; food additives; insecticides; paints. E.S.B. 14930/65.
(80/65) Agency inquiry for measuring instruments; optical instruments. E.S.B. 14051/65.
(80/65) Agency inquiry for educational toys. E.S.B. 30054/64.
(84/65) Agency inquiry for tool-bits. E.S.B. 14041/65.
(84/65) Agency inquiry for aeronautical and naval equipment and apparatus. E.S.B. 15016/65.
(80/65) Agency inquiry for clothing and clothing material; knitwear; rainwear. E.S.B. 14215/65.
(80/65) Agency inquiry for motor car accessories. E.S.B. 13730/65.
(80/65) Inquiry for generating sets. E.S.B. 14250/65.
(84/65) Inquiry for aluminium; zinc. E.S.B. 14979/65.

Italy/Bulgaria
(81/65) Trade Agreement. C.R.E. 646/G.

Italy/Yugoslavia
(83/65) Trade Agreement. C.R.E. 2236/G.

Jamaica
(80/65) Agency inquiry for jewellery; trophies; silverware and gift items. E.S.B. 14236/65.
(81/65) Agency inquiry for builders' hardware; electrical appliances and fittings; furniture legs and plywood; mirrors and glass; piece-goods. E.S.B. 14292/65.

Japan
(80/65) Agency inquiry for bean harvesters. E.S.B. 14037/65.

Lebanon
(80/65) Inquiry for electric generators. E.S.B. 14234/65.

Malaysia
(81/65) Inquiry for fire-fighting vehicle. E.S.B. 14773/65.

Mauritius
(84/65) Agency inquiry for textiles. E.S.B. 14268/65.

Mexico
(84/65) Inquiry for pharmaceutical packing machinery. E.S.B. 14333/65.

Morocco/Federal Republic of Germany
(81/65) Trade Agreement. C.R.E. 2780/G.

Morocco/Japan
(80/65) Trade Agreement. C.R.E. 8302/G.

Morocco/Norway
(80/65) Trade Agreement. C.R.E. 7942/G.

Netherlands
(83/65) Agency inquiry for pipe fittings. E.S.B. 14759/65.

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2765. (Ref. GD 5891/G).

New Zealand
(83/65) Inquiry for lace material. E.S.B. 31640/64.

North America
(81/65) North American department store buyers visit London. E.S.B. 1551/65.

Rhodesia
(84/65) Agency inquiry for motor vehicle accessories. E.S.B. 14929/65.
(82/65) Inquiry for insecticide spraying equipment; soil fumigant injection equipment. E.S.B. 13724/65.

South Africa
(82/65) Agency inquiry for piece-goods. E.S.B. 14763/65.
(84/65) Inquiry for druggists' sundries. E.S.B. 15350/65.
(83/65) Inquiry for calendar pictures; fancy goods; golfing equipment. E.S.B. 22129/64.
(81/65) Manufacture under licence – chemicals. E.S.B. 13742/65.

Spain
(80/65) Inquiry for cardboard-making machinery. E.S.B. 14363/65.

Sudan
(84/65) Inquiry for service station equipment. E.S.B. 14733/65.

Sweden
(84/65) Inquiry for hour glasses. E.S.B. 27021/64.

Switzerland
(83/65) Agency inquiry for automobile paints and lacquers. E.S.B. 14704/65.
(80/65) Inquiry for sprinkler hoses. E.S.B. 14203/65.
(83/65) Market report on agricultural (mainly gardening) hand tools. E.S.B. 4711/65.

Syrian Arab Republic
(81/65) Inquiry for radio equipment. E.S.B. 14515/65.

Tunisia/Japan
(83/65) Trade Agreement. C.R.E. 7877/G.

Turkey
(84/65) Inquiry for earth-moving plant and construction machinery; electrical and electronic equipment; mining equipment; petroleum equipment. E.S.B. 14910/65.

Uganda
(83/65) Inquiry for sugar mill equipment and supplies. E.S.B. 10265/65.

United States of America
(83/65) Agency inquiry for confectionery; giftware; hardware; household wares; sporting goods. E.S.B. 13654/65.
(84/65) Inquiry for copper and pewterware; flatware and tableware; giftware. E.S.B. 4450/65.
(84/65) Inquiry for packaging machinery; sealers and bag closing devices. E.S.B. 14213/65.
(84/65) Inquiry for beer; bronze valves; black annealed wire; galvanized chain; marine hardware; pipe; rubber hose for welding; wire rope. E.S.B. 15295/65.
(83/65) Inquiry for cutting tools. E.S.B. 14375/65.
(82/65) Inquiry for riding gloves. E.S.B. 14356/65.
(83/65) Inquiry for batteries; electronic components; lamps and lighting equipment; motors; tuning forks. E.S.B. 2437/65.
(82/65) Inquiry for hospital supplies; medical equipment and apparatus. E.S.B. 14208/65.
(83/65) Inquiry for electronic components; optical parts. E.S.B. 14924/65.
(80/65) Inquiry for hydraulic winches. E.S.B. 12940/65.
(80/65) Inquiry for sweets. E.S.B. 13925/65.
(80/65) Visits of buyers. (E.S.B. 6377/65.
(80/65) Manufacture under licence – confectionery. E.S.B. 10016/65.

Venezuela
(80/65) Inquiry for bicycles; tricycles; cutlery; giftware; metal tags; plastics. E.S.B. 13116/65.
(83/65) Inquiry for refuse disposal plant and ancillary equipment. E.S.B. 13235/65.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC and EURATOM Regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 568, Cornwall House, London, S.W.1.

Regulation	Description	Price
104/64	Fixing the coefficients of equivalence between qualities of rice and the standards of quality in respect of which the threshold and intervention prices are fixed	9d.
156/64	On the criteria and procedures for fixing free-at-frontier prices for milk and dairy products	9d.
159/64	Laying down provisions in order to avoid deflection of trade in dairy products in respect of which a countervailing duty is charged	6d.
163/64	Concerning the incidence of the grant of a refund to producers on the levy system for starches, glutens and glucose	9d.
164/64	To determine conditions for the granting of refunds on exports to third countries of processed products derived from rice and other cereals	6d.
165/64	On refunds applicable to exports to third countries of certain dairy products	9d.
166/64	On the levy system applicable to certain kinds of compound animal feeding stuffs	1s. 3d.
169/64	On temporary measures relating to calculation of the levy and refund applicable to certain kinds of compound animal feeding stuffs during November 1964	3d.
171/64	Defining the terms for granting refunds on exports to third countries of certain kinds of animal feeding stuffs	6d.
179/64	Laying down the technical costs of denaturing wheat and rye for the 1964-65 season	3d.
180/64	Derogating, in respect of the term of validity of export certificates for cereals, from certain provisions of Regulation No. 102/64	3d.
181/64	Containing certain special provisions as to advance fixing of the amount of the refund applicable to soft wheat exports	6d.
182/64	Amending the service regulations of officials of the European Economic Community and the European Atomic Energy Community	3d.
183/64	Laying down common standards of quality for asparagus and cucumbers	1s. 3d.
203/64	To amend Regulation No. 63 determining the emoluments of members of the Commission	3d.
3/65	Increasing the additional amount of levy on liquid or frozen eggs, on dried eggs and on dried egg yolks	3d.
EURATOM 10/64/ Euratom	To amend Regulation No. 14 determining the emoluments of members of the Commission	3d.

FEDERAL REPUBLIC OF GERMANY

Temporary exemption from import duty for prefabricated houses

ON APRIL 20 the Federal German Government announced that their application for the temporary exemption from import duty for prefabricated houses imported into Germany from non-EEC countries has been ratified by the EEC Commission. The temporary period laid down is from April 1, 1965, to December 31, 1965.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

Sea-going vessels to attract Turnover Equalization Tax

THE NOTICE in the *Board of Trade Journal* of April 23 should be amended to read 'by an amendment of the Federal turn-over tax law dated March 26, 1965 (Bundesgesetzblatt Part 1, 1965, page 160) imports of the following into the Federal Republic of Germany will attract turn-over equalization tax of 4 per cent with effect from April 1, 1965;' the rest of the notice remains unchanged.

AUSTRIA

Increase in Customs duty on hens' eggs

THE AUSTRIAN *Bundesgesetzblatt* of March 26, 1965, publishes a Government Decree supplementing the Customs import duty for hens' eggs classified under tariff heading 04.05A as follows:

'Where the Customs value is below 957 schillings per 100 kg, the Customs import duty on hens' eggs classified under tariff heading 04.05A is increased from 320 schillings per 100 kg, by the difference between 957 schillings and the Customs value per 100 kg. The increased Customs import duty may not, however, exceed 960 schillings per 100 kg.

This Decree came into force on April 1, and expires on September 30, 1965. All inquiries arising from this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459, 461).

GREECE

Transport regulations

THE GREEK Ministry of Finance has announced that the maximum gross weight of load-carrying vehicles circulating in Greece covers vehicles attached to a trailer as well as articulated semi-trailers, and is intended to include both the towing vehicle and the trailers as a whole.

In consequence of this, in no case shall the entry or exit of a road vehicle be allowed where gross weight (i.e. weight of vehicle plus load, together with any towed vehicle) exceeds 32 metric tons. The tolerance of 10 per cent allowed in the case of citrus fruit still applies.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

SWEDEN

Increase in sales tax

AMONG THE TAXATION AMENDMENTS provided for in the Swedish budget, which have now been passed by the Riksdag, is an increase in the general sales tax. The increase comes into force on July 1 this year.

The tax is at present levied at a rate of 6 per cent on the price to the consumer, including the tax (thus giving an effective rate of 6·38 per cent). It is to be raised to 9·1 per cent (giving an effective rate of 10 per cent). This rate will apply to all goods

(*Continued on next page*)

SWEDEN, *continued*

and services which are subject to the tax, except purchases of machinery and other investment equipment with an expected life of more than three years, prefabricated houses, and factory produced concrete, on which the effective rate is to be 5·8 per cent, instead of remaining at 6·4 per cent, as proposed in the budget estimates.

The new tax rate will not apply to goods and services contracted for in writing at fixed prices before January 12, 1965 (the date on which the budget was presented). If imports are based on such contracts, the contracts must be reported by the importer or his agent to the Swedish Customs before July 1, 1965, if the goods are to be taxed at the present rate of 6 per cent.

For all other goods affected, the rise from 6 per cent to 9·1 per cent comes into force on July 1.

FRANCE

Global quota for imports of potatoes

THE FRENCH *Journal Officiel* of April 27 announced that from that date until May 21 imports of ware potatoes may be effected from all countries. These imports will be subject to the minimum price procedure laid down in a notice to importers dated July 29, 1962.

The reference price on the French market to be taken into consideration for the functioning of the minimum price procedure is as follows (prices at the *Halles Centrales* market, Paris):

Tariff No.	Product	Minimum price per kg. Francs	Period of application
07-01 A III b	'Bintje' potatoes with a minimum diameter of 40 mm.	P.M.	May 8 to May 21

P.M. = Pour Memoire (to be borne in mind).

The period of validity of the import certificates has been fixed at four days, including the day on which the visa is affixed to the certificates. Imported potatoes must conform with French health regulations.

Minimum price regime for fish

THE FRENCH *Journal Officiel* of April 10 announced that imports of the fish listed below from all countries other than those of the European Economic Community may not be effected during the periods listed except under the minimum price procedure laid down in a general notice to importers dated July 29, 1962. The conditions pertaining in this case are as follows:

Tariff No.	Product	Minimum price per quintal Francs	Period of application
Average price recorded at the fish market auctions at Douarnenez and Boulogne-sur-Mer.			
03-01 B I ex a	Mackerel, fresh, chilled or frozen, whole, headless or sliced	67	Until October 31, 1965.
Price recorded at the fish market auctions at Boulogne-sur-Mer.			
03-01 B I ex a	Herrings, fresh, chilled or frozen, whole, headless or sliced (1)	(1)	From August 1, 1965, to February 15, 1966.
03-01 B I ex C	Cod, fresh, chilled or frozen, whole, headless or sliced	77	Until February 1, 1966.
03-01 B I ex c	Black pollack, fresh, chilled or frozen, whole, headless or sliced . . .	72	Until February 1, 1966.

(1) The product and the price will be fixed at a later date.

Import certificates, on Form AV, will be valid for a period of four days, including the day on which the visa is affixed.

Visas will be granted only to the holders of licences for imports of salt-water fish, fresh, chilled or frozen, within quotas laid down in trade agreements or the import programmes.

The full texts of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import regulations for meat etc. for human consumption

THE FRENCH *Journal Officiel* of April 11 announced that the list of abattoirs in Britain, inspected and approved by the competent authorities in Britain and accepted by the French authorities,

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should be extended by the addition of the following abattoirs:

Name and Address	Approval No.
Leicester Slaughtering Co. Ltd., Leicester	E.W.S. 12
Public Abattoir, Linlithgow, West Lothian	S.7

Previous notices listing approved abattoirs were published in the *Board of Trade Journal* dated March 5 (page 528) and April 2 (page 763).

SPAIN

Motor vehicle insurance

IN THE *Board of Trade Journal* of February 5, it was announced that the Spanish authorities had deferred the effective date of the Decree covering third party insurance on the use and circulation of motor vehicles in Spain until April 1, 1965.

A further decree has since been published regulating the gradual introduction of this law. The new Decree covers only injury to person and comes into force on June 1, 1965. The second stage of compulsory third party insurance, covering damage to property, will not come into force before July 1, 1966.

Inquiries about this notice should be addressed to Insurance and Companies Department, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2801).

LEBANON

Customs tariff

THE FOLLOWING amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal Tariff
87.01	Tractors (other than those falling within heading No. 87.07), whether or not fitted with power take-offs, winches or pulleys:		
	a. Prepared for the traction of trailers .	Kilogramme net *ad valorem*	100 piastres Free
	b. Other		

Note: The official rate of exchange is approximately £8·62 Leb. to £1 Sterling.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

REPUBLIC OF SOUTH AFRICA

Imposition of ordinary dumping duty

GOVERNMENT NOTICE R.331 published in the Republic of South Africa *Government Gazette* of March 12 imposes, as from that date, ordinary dumping duty in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder.

Item	Goods	Territories
211.12	61.09 Corsets, corset-belts, suspender-belts, brassieres and other foundation garments, for women.	Austria, Belgium, Czechoslovakia, E. Germany, France, Hong Kong, Hungary, Italy, Japan, Netherlands, United Kingdom of Great Britain and N. Ireland, United States of America, W. Germany.

Hints to businessmen visiting Niger

A BOOKLET on Niger has been published in the series of 'Hints to Business Men'.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE (TARIFF) (Amendment) Notice, 1965 (No. 1) published as Rhodesia Government Notice No. 258 of April 16, amends the Customs tariff as follows:

PART II
(Britain pays the Column D rate of Duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
72	By the repeal of sub-item (2) and by the substitution of:				
	(2) Plastic sheeting and strip (not including regenerated cellulose film), pliable in the piece or in the length; and pliable foam or sponge plastic in block form:				
	(a) Pliable foam or sponge plastic in the piece, in the length or in block form. *ad val.*	40%	30%	30%	15%
	or per lb.	£0 4s. 6d.	£0 2s. 6d.	£0 2s. 6d.	£0 2s. 6d.
	less *ad val.*	—	—	—	15%
		whichever duty shall be the greater			
	(b) Other . . . *ad val.*	40%	20%	20%	5%
295	By the repeal of sub-item (4) and by the substitution of:				
	(4) Wrapping paper weighing not less than 5½ lb. nor more than 45 lb. per 1,000 sq. feet, including browns, casings, sealings, nature or ochre-browns, sulphites, krafts, waxed and bag papers, but excluding grease-proof papers and regenerated cellulose film; bituminized and similar papers; whether or not printed, ruled, lithographed or embossed *ad val.*	40%	30%	20%	20%
	By the insertion of the following note:				
	Note: In this Item, the term "paper" shall, where appropriate, be deemed to include regenerated cellulose film.				
296	(1) Printed, ruled, lithographed and embossed matter (not being metal, and not including embossed paper serviettes, d'oyleys and paper mats):				
	By the repeal of paragraph (f) and by the substitution of:				
	(f) Other, n.e.e., including printed lithographed or embossed regenerated cellulose film, n.e.e. *ad val.*	45%	35%	25%	20%

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1965 (No. 20) published as Rhodesia Government Notice No. 259 of April 16, amend the Customs and Excise (Suspension) Regulations 1964, to the following extent:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
Ex 72(3) (b)	By the repeal of the following item Regenerated cellulose film, not being printed, lithographed or embossed, of a thickness not exceeding ·00172 of an inch . . . *ad val.*	20%	10%	Free	Free
	By the insertion of the following item:				
Ex 260	Rubber tyres and tubes:				
	(a) (v) Tyres, pneumatic, other including the immediate wrapper and flaps:				
	ex (L) Other:				
	In sizes and marked 2.00 × 20 . per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(b)(ii) Tubes, n.e.e., other:				
	ex (L) Other:				
	In sizes and marked 2·75 × 16 . per lb.	0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

FIJI

Customs tariff amended

THE FIJI *Royal Gazette* Supplement of January 22, 1965, contains a copy of Legal Notice No. 8 which amends the First Schedule to the Fiji Customs Tariff. Item 186 should be amended so as to read:

Item No.	Article	Preferential Tariff	General Tariff
186	Furniture and furnishings (including altars, bells, fonts, lecterns, organs, plate, pulpits and vestments) which are imported solely for use in a particular church and declared by the principal officer of a recognized religious body connected with such church to be imported solely for such use . .	Free	Free

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade in the interests of:

(i) achieving the economic and efficient development of the industries producing and using man-made fibre yarns; and

(ii) avoiding the disruption caused by undue fluctuations in conditions of supply from overseas;

has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(i) **man-made fibres, viz., staple, tow and waste;**

(ii) **yarn, wholly or in chief part by weight of man-made fibres, excluding:**
chenille yarn and gimped yarn,
yarn containing not less than 20 per cent by weight of wool; and

(iii) **tyre cord and tyre cord fabric.**

The Minister for Trade has stated that in conducting its inquiry and presenting its report the Tariff Board should have regard to the desire of the Government that the Board be free to exercise its discretion in deciding whether to take evidence on any raw material or product used in the production of man-made fibre yarns or on any other product its considers relevant to its inquiry under this reference.

This reference is of Departmental origin and has also been made as a result of representations by local industry.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below. The list is not guaranteed to be exhaustive:

Note: Specific rates are shown in Australian currency £A125= £100 sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
460	Textile goods, viz.: of continuous man-made fibres or having a textile fibre content in chief part by weight of continuous man-made fibres, not covered by item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:			
	(A) (1) Monofil of a weight not less than 6·6 milligrams per metre (60 denier) per monofil and not exceeding 1 millimetre in any cross-sectional dimension, irrespective of length and whether or not put up for retail sale: imitation catgut, non-sterile *ad val.*	7½%	15½%	17½%
	(2) Strip (artificial straw and the like), being flat strips of a width not exceeding 5 millimetres either produced as such by extrusion or cut from wider strips or from sheets, including folded strip in the form of flattened tubes provided their width in the folded or flattened state does not exceed 5 millimetres:			
	(a) Of continuous filament acetate *ad val.*	10%	22½%	25%
	(b) Other . . . *ad val.*	Free	12½%	12½%
	(B) Yarns, not being goods covered by sub-item (A):			
	(1) Of types ordinarily used by hand *ad val.*	Free	7½%	7½%
	(2) Other:			
	(a) Of or having a textile fibre content in chief part by weight of continuous filament acetate:			
	(1) Of or having a textile fibre content in chief part by weight of continuous filament triacetate. . . *ad val.*	Free	7½%	12½%
	(2) Other . . . *ad val.*	10%	22½%	25%
	(b) High tenacity industrial yarns, not covered by sub-paragraph (a) per lb.	7½d.	1s. 3d.	1s. 7d.
	*(c) Containing not less than 20% by weight of wool calculated on the textile fibre content, not covered by sub-paragraph (a) or (b) per lb. and *ad val.*	4d. 10%	10d. 17½%	1s. 30%
	(d) Other:			
	(1) Of or having a textile fibre content in chief part by weight of polyamides or of polyesters or of a combination of polyamides and polyesters, not being raw yarns . *ad val.*	Free	12½%	12½%
	And, in addition, a temporary duty of . . . per lb. provided that, in respect of such goods in direct transit to Australia on March 19, 1965, which are entered for home consumption on arrival, no temporary duty shall be payable.	2s. 6d.	2s. 6d.	2s. 6d.
	(2) Other . . . *ad val.*	Free	12½%	12½%
	(C) Woven fabrics, including woven fabrics of monofil and strip covered by sub-item (A):			
	(1) (a) Tyre cord fabric, including such fabrics of warp of cordage held together by weft threads inserted at intervals . . per lb. or *ad val.*	1s. 9d. —	2s. 20%	2s. 6d. 30%
	whichever rate returns the higher duty.			
465	Textile goods, viz.: of man-made fibres discontinuous or having a textile fibre content in chief part by weight of discontinuous man-made fibres, including continuous filament tow for the manufacture of man-made fibres (discontinuous), not covered by item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:			
	(A) (1) Man-made fibres (discontinuous), not carded or combed or otherwise prepared for spinning and not being waste:			
	(a) Having a cellulose or casein base *ad val.*	Free	7½%	7½%
	(b) Other	Free	Free	Free
	(2) Continuous filament tow for the manufacture of man-made fibres (discontinuous)	Free	Free	Free
	(3) Waste (including yarn waste and pulled or garnetted rags) of man-made fibres (continuous or discontinuous), not carded, combed or otherwise prepared for spinning .	Free	Free	Free
	(4) Man-made fibres discontinuous or waste, carded, combed or otherwise prepared for spinning:			
	(a) Having a cellulose or casein base *ad val.*	Free	7½%	7½%
	(b) Other . . . *ad val.*	17½%	45% Primage Duty 5%	50% 10%
		Ex		
	(B) Yarns:			
	(1) Of types ordinarily used by hand *ad val.*	Free	7½%	7½%
	(2) Other:			
	*(a) Containing not less than 20% by weight of wool calculated on the textile fibre content . per lb. and *ad val.*	4d. 10%	10d. 17½%	1s. 30%
	(b) Of or having a textile fibre content in chief part by weight of viscose fibres, acetate fibres, or viscose and acetate fibres, not covered by sub-paragraph (a):			
	(1) Single yarns in counts up to and including No. 34 count,			

(*Continued on page* 1044)

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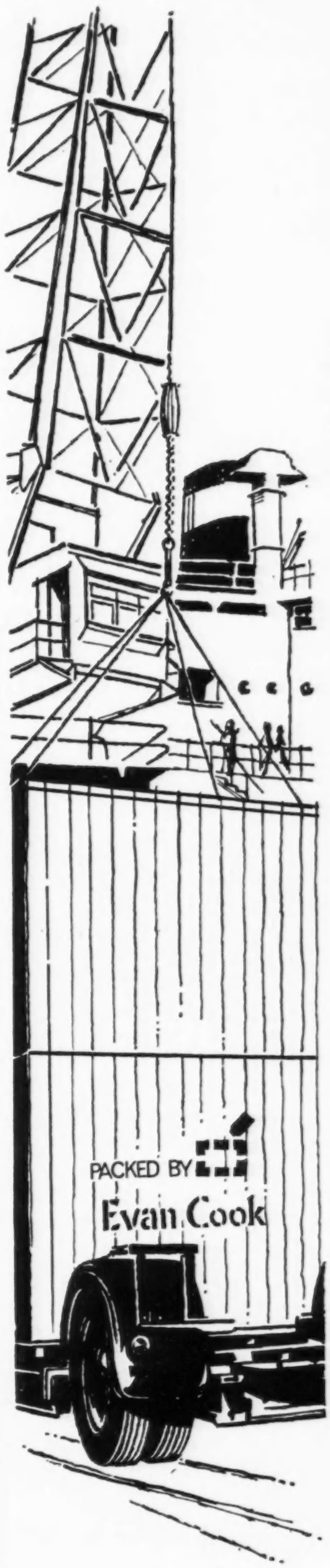

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AUSTRALIA, *continued*

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
	calculated on the cotton count system . . *ad val.* *and* for each 1d. or part thereof by which the f.o.b. price is less than 50d. per lb., an additional duty of . *ad val.*	10% 2%	22½% 2%	22½% 2%
	(2) Folded yarns having any single ply in a count up to and including No. 34 count, calculated on the cotton count system . . *ad val.* *and* for each 1d. or part thereof by which the f.o.b. price is less than 55d. per lb. an additional duty of . *ad val.*	10% 2½%	22½% 2½%	22½% 2½%
	(3) Other . . . *ad val.*	Free	7½%	7½%
	(c) Of or having a textile fibre content in chief part by weight of acrylic fibres, not covered by sub-paragraph (a) . . *ad val.*	30%	40%	40%
	(b) Other . . . *ad val.*	Free	7½%	7½%
	*These sub-paragraphs are shown for information only: they are not part of the reference.			

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than May 19.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 5150/65.

New Tariff

A NEW Australian Customs Tariff is coming into force on July 1 1965. This new tariff will differ from the existing tariff in that it will be based on the Brussels Nomenclature system of classifying goods for customs purposes. The Brussels Nomenclature is already used by the United Kingdom, the other member countries of the European Free Trade Association and also by the European Economic Community. The replacement of a complicated tariff peculiar to Australia by an international system of classification familiar to British traders should be of assistance in the long run to exporters to Australia.

In making the change from the old to the new tariff the Australian Department of Customs and Excise have tried to avoid making *important alterations in rates of duty except where there is no significant trade in the product concerned.* Exporters to Australia are, however, advised to study the new tariff in case there are any changes in rates of duty on goods in which they are interested.

The new tariff is still only in draft and may, therefore, be amended before it comes into force on July 1.

It is understood that the existing provisions for entry at reduced concessional rates of duty under By Laws will continue largely unchanged.

A draft of the new Australian Customs Tariff has just been received from the Australian authorities and a copy is available for inspection by British exporters in Export Services Branch, Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468 or 469). (Telex 25977)

Any inquiries on this matter should be addressed to Export Services Branch at the address given above.

Details of temporary duties

DETAILS ARE GIVEN below of the temporary changes made in Australian Customs Duties which came into effect on April 23, 1965. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
460	Textile goods, viz.: of continuous man-made fibres or having a textile fibre content in chief part by weight of continuous man-made fibres, not covered by item 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482: (B) Yarns, not being goods covered by sub-item (A): (2) Other:						
	[(d) Other] . . . . . *ad val.*	— Free	12½%	12½%	(Under new	No change item 460 (B)	(2) (d) (2)]
	ad val.	—	—	—	Free plus a	12½% temporary d	12½% uty of
	per lb.	—	—	—	2s. 6d. (Under new	2s. 6d. item 460 (B)	2s. 6d. (2) (d) (1)]
	(d) Other: *(1) Of or having a textile fibre content in chief part by weight of polyamides or of polyesters or of a combination of polyamides and polyesters, not being raw yarns* . . . . . *ad val.*	Free (Under for	12½% mer item 460	12½% (B) (2) (d))	Free	12½%	12½%
	and, in addition, a temporary duty of . . . . . *per lb.* *provided that, in respect of such goods in direct transit to Australia on March 19, 1965, which are entered for home consumption on arrival, no temporary duty shall be payable.*	—	—	—	2s. 6d.	2s. 6d.	2s. 6d.
	(2) Other . . . . . *ad val.*	(Under for	No change mer item 460	(B) (2) (d))	Free	12½%	12½%

Note: Specific duties are given in Australian currency: £A125 = £100 Sterling.

ARGENTINA

Prior deposits for imports

ARGENTINE CENTRAL BANK Circular No. 223, of April 19, 1965, announces the following modification to Circular No. 202 of January 8 (see *Board of Trade Journal* of January 29, page 246): until further ruling the prior import desposit is reduced from 100 per cent to 75 per cent of the equivalent c. of f. peso value of the merchandise, which must be placed in a local bank before the putting into effect of the operation which has given rise to this, at the cash exchange rate in force on the exchange market (selling rate) at the time of making the deposit, for a period of 180 days.

A number of goods are exempt from the provisions of this Circular, including:

(a) goods for which deposits have already been made in accordance with the provisions of Circulars Nos. 168 and 202.
(b) goods on Argentina's National List for the countries which form part of the Latin American Free Trade Association.
(c) imports made by Official, National, Provincial or Municipal Departments and Decentralized Organizations.
(d) imports made by the Sociedad Mixta Siderurgica Argentina (SOMISA) and Servicios Electricos del Gran Buenos Aires (SEGBA).
(e) goods included in Central Bank Circulars Nos. 207, 212 and 220.

Exemption from payment of prior deposit on imports of tinplate

HM Embassy at Buenos Aires report that under the terms of Central Bank Circular No. 221 of April 7, imports of tinplate which had already been shipped at the date of the Circular are exempt from payment of the prior import deposit.

Importation of malt whisky

HM EMBASSY at Buenos Aires report the issue of Argentine Government Decree No. 2376 of March 30, 1965, which modifies Decree No. 8379/60 (see the *Board of Trade Journal* of August 19, 1960, page 453). Decree No. 2376 stipulates that products imported and destined for the production of whisky in order to be considered malt whisky and pay the rate of 40 per cent import surcharge must have the following characteristics apart from their organolyptic character:

i. alcoholic strength above 50° gay-lussac. Furfurol content not inferior to 0·04 grammes per litre (calculated in relation to absolute alcohol).
ii. content of superior alcohols not inferior to 2 grammes per litre (calculated in relation to absolute alcohol).

JAMAICA

Budget proposals

THE BOARD OF TRADE has been advised by cable from Jamaica that the 1965 Budget includes proposals to increase the customs duty on motor vehicles, sugar and chocolate confectionery, whisky, and tobacco. It is understood that the existing duties on sugar and chocolate confectionery will be increased by 10 per cent; and that the increases in respect of motor vehicles will be according to cubic capacity:

on vehicles up to 1,200 cc the increase will be 2½ per cent.
" " of 1,200 cc-3,000 cc " " 5 per cent.
" " of 3,000 cc-4,000 cc " " 7½ per cent.
" " over 4,000 cc " " " 10 per cent.

Further details will be published as soon as possible.

UNITED STATES

Wool Products Labelling Act

IN THE *Board of Trade Journal* of March 19, 1965, page 651, it was announced that the United States Wool Products Labelling Act of 1939 would be amended with effect from May 20, 1965, by the addition of a new paragraph (c) to Rule 25, which relates to representations of foreign origin.

The United States Federal Trade Commission have now postponed the effective date of paragraph (c) until November 20, 1965 to allow manufacturers time to prepare new labels and to adjust their practices to conform with the new rule.

A copy of the revised rules and regulations under the Act, together with the text of the Act, may be seen at Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

Safety standards for seat belts for use in motor vehicles

IN THE *Board of Trade Journal* for January 29, 1965, it was announced that the United States Secretary of Commerce had prescribed and published 'Standards for seat belts for use in motor vehicles'. These standards became effective on December 11, 1964, and all seat belts, including imported seat belts, have to conform to these standards by December 1965.

It was anticipated that further amendments would be proposed before the final adoption of the standards, and these amendments have now been published. Comments and suggestions on these additional amendments can be submitted in writing, in duplicate, to the Director, National Bureau of Standards, United States Department of Commerce, Washington, DC 20234, up to May 24, 1965.

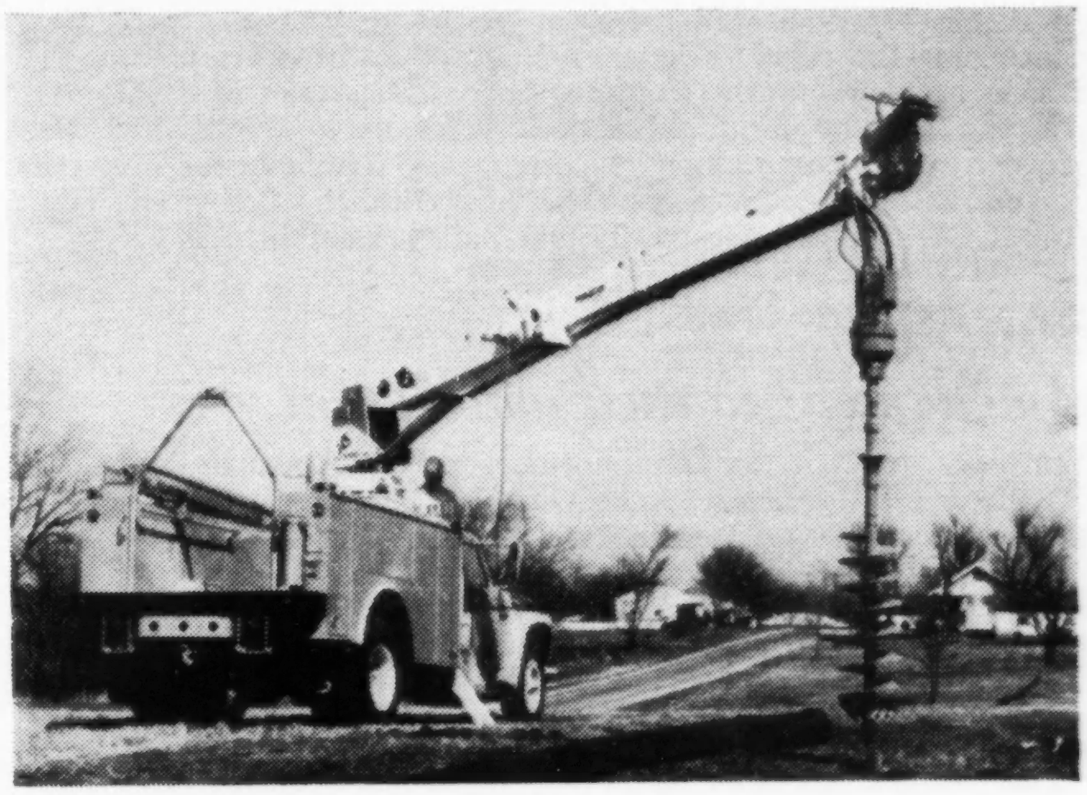
A copy of the proposed amendments can be seen in Room E47, Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

Special Customs Invoice

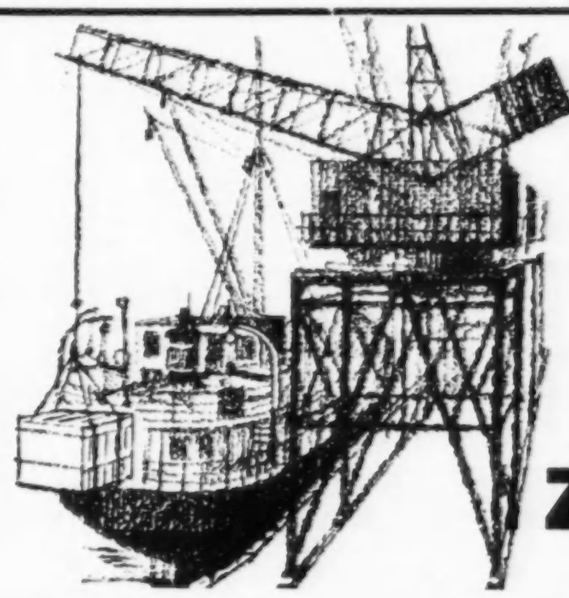
IN THE *Board of Trade Journal* for January 29 and March 12 it was announced that the United States Bureau of Customs had issued a revised Special Customs Invoice (Customs Form 5515) incorporating two new questions. Following the public hearing held on March 30, 1965 about these additional questions, the Treasury Department has issued an official notice to announce that revisions will be made on Form 5515 but, until these are promulgated, it will not be mandatory to use Form 5515 with questions 8 and 9, as now formulated, on and after July 1, 1965. Collectors of Customs have been authorized to accept either the original Form 5515, or Form 5515 with questions 8 and 9.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

(*Continued on next page*)



The Simon Polecat pole erection unit, designed by Simon Engineering Dudley Ltd., Cheadle Heath, Stockport, as a stable companion to the Simon hydraulic platform, at present exported to over 70 countries. The Polecat is used for the erection of telegraph poles and combines in one unit a pot-hole borer and pole claw. It is hydraulically operated and can reach out over pavements, ditches or hedges to bore holes in difficult terrain and erect poles in positions up to 22ft. from the carrying vehicle.



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UNITED STATES, *continued*

Trade practice rules– hearing aid industry

THE UNITED STATES Federal Trade Commission have now issued proposed revised trade practice rules for the Hearing Aid industry. The rules for this industry were promulgated by the Commission on August 7, 1953. All interested parties may submit their views concerning the rules by letter, memorandum or other communication to be filed with the Commission not later than May 20.

Copies of the proposed revised rules may be obtained upon request to the Commission. A copy is also available for inspection at the Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4.

CANADA

Amendment to the Customs Act

THE FULL TEXT of the announcement by the Canadian Minister of Finance in his Budget Speech on April 26, of proposed changes in the Customs Act, referred to in last week's *Board of Trade Journal*, page 979, is as follows:

'One is being introduced to deal with the case put forward by the British Government that there are some features of our Customs Law which bear inequitably or unreasonably on British goods by comparison with goods from other countries.

'What is involved is the operation of the value for duty provisions of the Customs Act as they relate to the quantities of goods sold and to the trade level at which they are sold in the country of origin. We have accepted the British contention that there are certain circumstances in which these provisions work a particular hardship on their exporters as compared with exporters in certain other countries. Accordingly I shall be moving an amendment to the Customs Act to provide power to deal with such cases by means of a new Section 37A of that Act. If Parliament approves it we shall make effective use of this Section to remove any discrimination of this nature against British goods.

'It is the Government's hope that this proposal will be taken by British exporters as a decisive response to their pleas that Canada give a clear signal that we welcome their goods – we hope, too, they will respond by seeking out and serving the very substantial demand which certainly exists here in Canada for imported goods.'

The following is the text of the proposed new Section 37A of the Customs Act:

'37A Where the Governor in Council is satisfied, on a report from the Minister, that the application of subparagraph (1) of Paragraph (E) of subsection (2) of Section 36 or subsection (3) of Section 36 is inequitable in that it results in discrimination against the importation of goods of a class from any country, as compared with the importation of goods of that class from any other country, the Governor in Council may prescribe the manner in which the value for duty of goods of that class, as determined under Section 36 or 37, shall be reduced – but the value for duty of any imported goods upon being reduced as provided in this Section shall *not* be less than an amount equal to the cost of production of the goods plus such amount for gross profit as is deemed reasonable by the Governor in Council.'

Firms who wish to take advantage of this concession when it becomes law are invited to get into touch with the Board of Trade Commercial Relations and Exports Department (Canada Branch), 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2629 or 2698) or with the Commercial Department, British High Commission, 80 Elgin Street, Ottawa 4, as soon as possible.

TRINIDAD AND TOBAGO

A correction to an announcement published in last week's issue is made on page 1030.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	16 April 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	12 Mar. 1965
– final (Q)	9 April 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	This week
Catering trades turnover (M)	16 Apr. 1965
Chemical industries production (6-M)	30 Oct. 1964
Companies:	
Income and finance (Q)	6 Nov. 1964
New companies registered (M)	30 Apr. 1965
Property companies (A)	6 Nov. 1964
Engineering and electrical goods:	
Deliveries of certain products (Q)	2 Apr. 1965
Production, exports and orders (M)	30 Apr. 1965
Film industry:	
British film fund agency returns (M)	2 Apr. 1965
Cinema admissions and takings (M)	2 Apr. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	30 Oct. 1964
Sterling area trade summary (Q)	12 Feb. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	19 Feb. 1965
Foreign trade of the U.K.:	
Trade by air (6-M)	30 Apr. 1965
Unit value and volume index nos. (M)	9 Apr. 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	9 Apr. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	5 Mar. 1965
Business (M)	9 Apr. 1965
Industrial building:	
Provisional figures (Q)	29 Jan. 1965
Industrial production:	
Census, first results (A)	27 Dec. 1963
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N. Ireland index (M)	30 Apr. 1965
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	2 Apr. 1965
Investments and earnings overseas (6-M)	2 Apr. 1965
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Transactions (Q)	5 Mar. 1965
Retail prices index (M)	23 Apr. 1965
Retail trade:	
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N. Ireland index (M)	30 Apr. 1965
Shipping movement at UK ports (Q)	1 Jan. 1965
Stocks:	
Manufacturers and distributors (Q)	9 Apr. 1965
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Clothing and textile orders and deliveries (M)	30 Apr. 1965
Man-made fibres production (M)	This week
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Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	30 Apr. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	16 Apr. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	16 Apr. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	30 Apr. 1965
British Commercial Representatives Overseas	19 Feb. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	22 Jan. 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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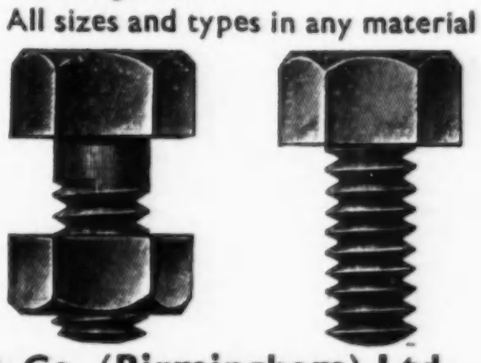

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LOCATION. The company have offices in London and Chesterfield in addition to Scotland, and the post can be located at any of these. The duties will entail a certain amount of travel.

Life Insurance and Contributory Pension Schemes are in operation. The salary will be related to qualifications and experience but it will be set to attract the "right" men.

Please reply with full details to:—

Marketing Manager,

JOY MANUFACTURING CO. (U.K.) LTD., CAPPIELOW, GREENOCK, SCOTLAND

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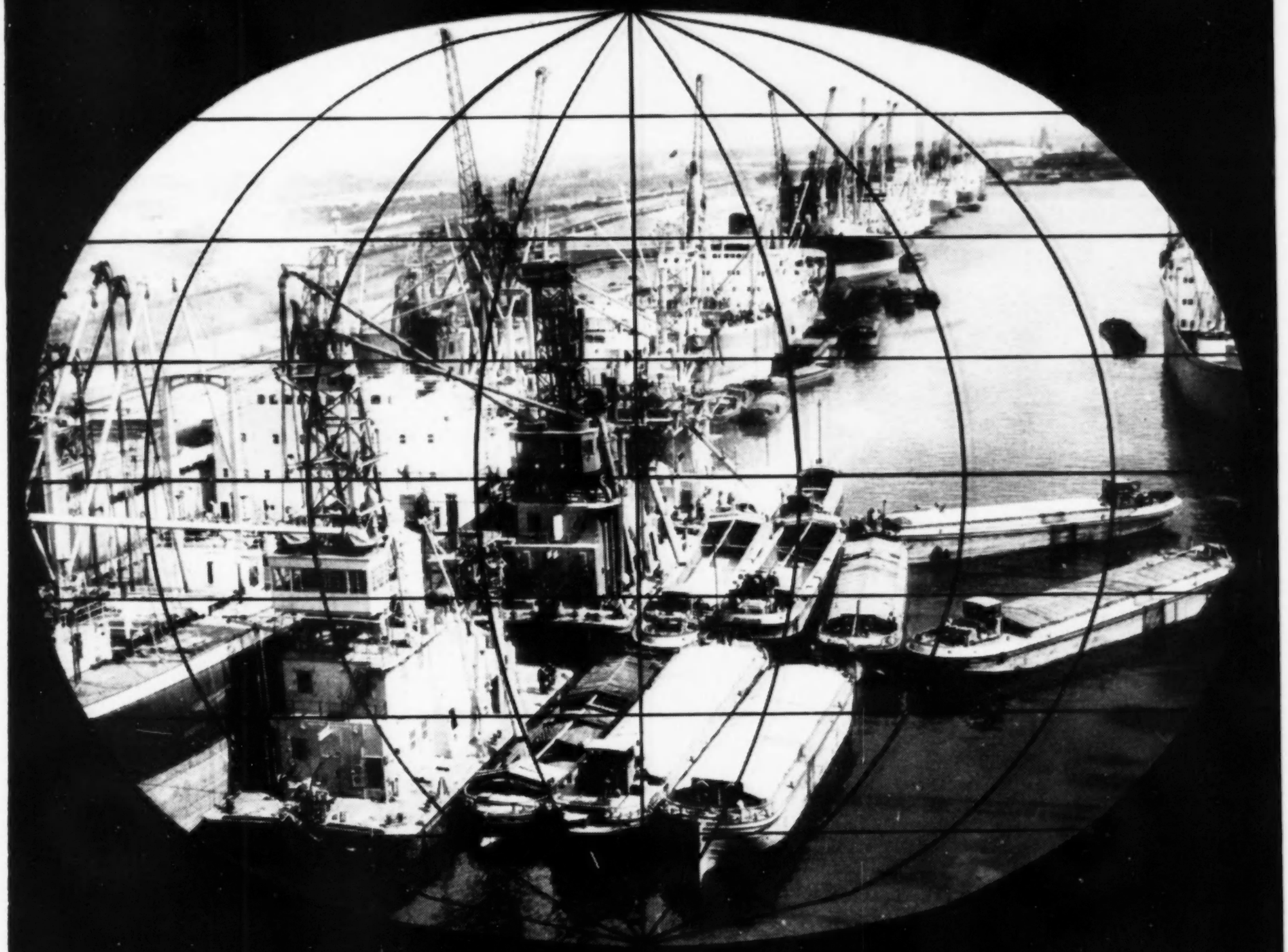
HULL DOCKS



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Further information from: Chief Docks Manager, British Transport Docks, Hull

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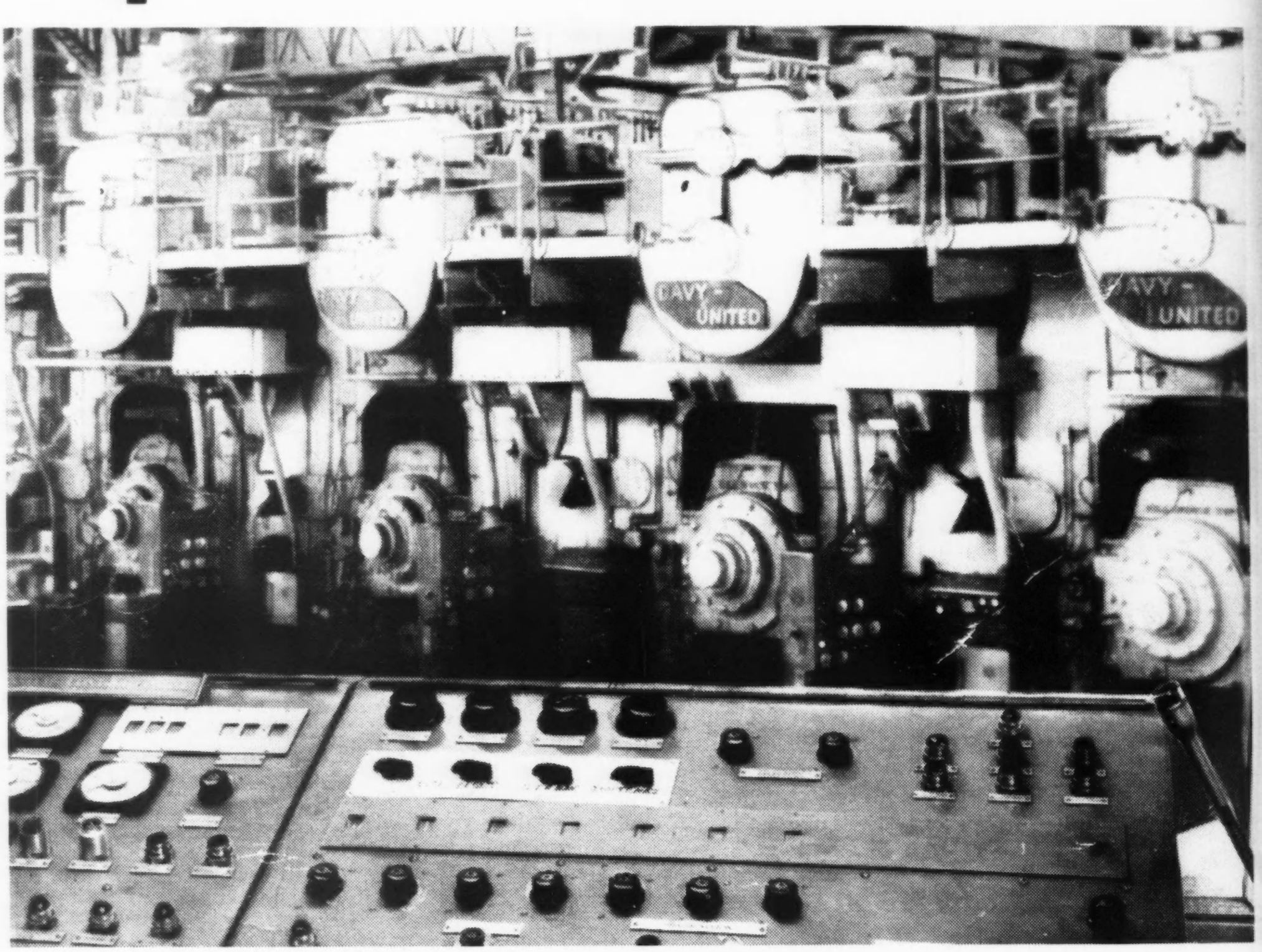

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